

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries



APRIL 13, 1935

Volume 92 Number 15

PERFECT RESULTS...

Full-flavored, solid, well molded boiled hams always result when Adelmans Ham Boilers are used. Elliptical yielding springs eliminate cover tilting, exert a firm, wide, flexible pressure. Flavor, texture, appearance and quality are greatly improved... Adelmans Ham Boilers are easiest to handle, quickest to operate, reduce shrinkage, and lower operation costs. They are simple to clean, last longer, per-

form better, produce the kind of boiled hams that really sell... Made of Cast Aluminum, Tinned Steel, Monel Metal, and Nirosta (Stainless) Steel, Adelmans Ham Boilers offer the most complete line available. Liberal trade-in schedules make it actually profitable to dispose of worn, obsolete equipment, for new Adelmans Ham Boilers. Ask for free booklet "The Modern Method"

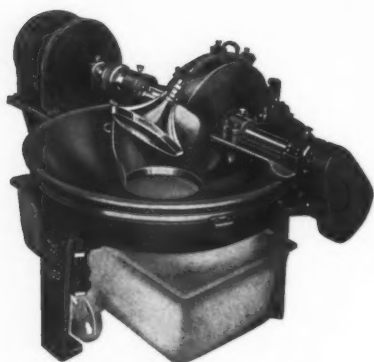
Photo by courtesy of The Cudahy Packing Company, 611 W. 34th St., New York City

HAM BOILER CORPORATION

Office and Factory, Port Chester, New York

CHICAGO OFFICE: 333 S. MICHIGAN AVE.

European Representative: R. W. Bellans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London. Australian and New Zealand Representatives: Collins & Co., Pty. Ltd.,
Offices in Principal Cities. Canadian Representative: C. A. Pemberton & Co., Ltd., Toronto, Ont.



"BUFFALO" Self-Emptying
Silent Cutter



"BUFFALO" Stuffer



Standard of Quality
Since 1868

An Order...

accompanied by this unsolicited letter of
praise for the performance of our latest model

'BUFFALO' AIR STUFFER

"... an Improved Quality Product
"... a One-third Saving in Time
"... an Added Factor of Safety."

---says MR. SCHMADEL

Schmadel Packing and Ice Co.

BEEF, PORK AND VEAL

North End Fulton Ave.

Phone 2-1104

EVANSVILLE, IND.

John E Smith's Sons Co.
Buffalo, N. Y.

Gentlemen:

In tendering you our order today for your latest type Buffalo Self Emptying Silent Cutter #50, with 30 h.p. motor, we want to also advise that we are very well pleased with the 300 lb. Buffalo Air Stuffer, which we purchased about two months ago.

In comparison to our old 200 lb. capacity stuffer, we find the Buffalo Stuffer saves us more than one third of the time previously required for our stuffing operation.

We see a decided improvement in the quality of our sausage products, especially from standpoint of appearance, since we now have no air pockets whatever in our sausage.

The safety factor on Buffalo Stuffer is a feature we appreciate very much, since we are ever mindful of protecting our employees against all possible hazards.

It is hoped you will effect delivery of the new Silent Cutter at earliest possible date.

Very truly yours

Schmadel Packing & Ice Co.

By *Louis Schmadel*

WRITE TODAY FOR FULL INFORMATION

JOHN E. SMITH'S SONS CO.
BUFFALO, N. Y., U. S. A.

Manufacturers of "BUFFALO" Sausage Machines and Packing House Equipment



Chicago Office: 7 Dexter Park Ave., Union Stock Yards, Phone Boulevard 9020

Western Office: 2407 S. Main St., Los Angeles, California

Canadian Office: 189 Church St., Toronto, Ontario

Automatic Handling and Cleaning of Hog Trolleys and Gambrel Sticks

COMPARE this time- and - money - saving method of automatically cleaning and handling these parts from the hog cutting room to the hog kill, with the usual practice of manual handling, dipping and washing.

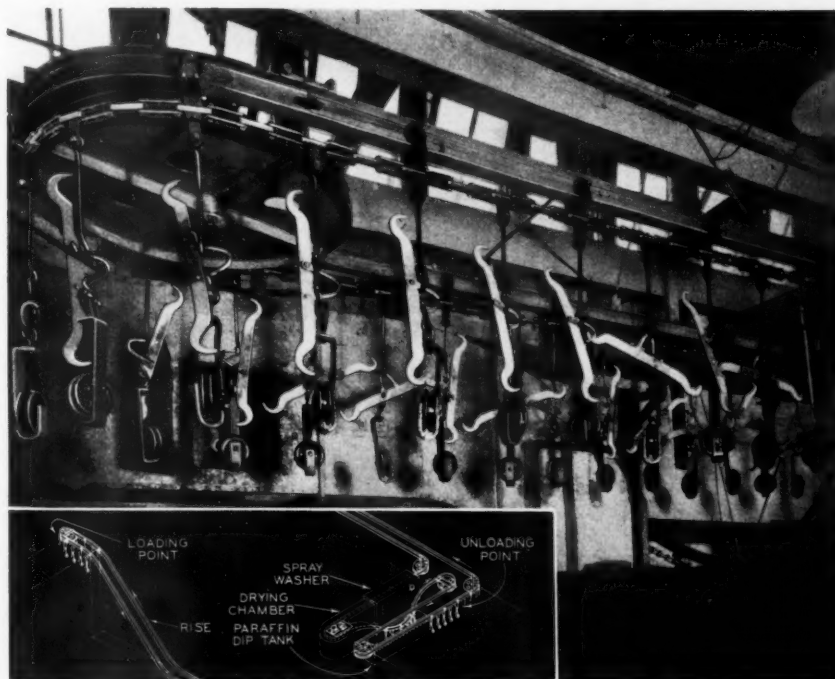
As will be noted from the drawing, the sticks and trolleys are cleaned by being carried through the paraffin tank, spray wash, and drying chamber by the conveyor. Handling, cleaning and dipping are accomplished automatically on the one unit without transferring or re-handling.

This is a good example of the savings that can frequently be made through the substitution of mechanical handling equipment for old-fashioned methods. We offer our experience and our facilities in the application of cost-cutting equipment for handling all materials in the packing plant.

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300 W. Pershing Road
CHICAGO

Indianapolis Philadelphia St. Louis
Kansas City San Francisco Toronto

5296



Link-Belt No. 678 drop-forged rivetless chain, the conveying medium for this type of conveyor. Link-Belt makes in its own shops all elements entering into the construction of elevating and conveying equipment, including a complete line of positive driving units.

LINK-BELT *Overhead Conveyors*

The National Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 92

APRIL 13, 1935

Number 15



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Daily Market Service
(Mail and Wire)

"THE NATIONAL PROVISIONER
DAILY MARKET SERVICE" reports
daily market transactions and
prices on provisions, lard, tal-
lows and greases, sausage ma-
terials, hides, cottonseed oil,
Chicago hog markets, etc.

For information on rates and
service address The National
Provisioner Daily Market Ser-
vice, 407 S. Dearborn St., Chicago.

In This Issue

| | Page |
|---|------|
| FIGURING COSTS—Realization Prices on Smoked Hams..... | 13 |
| HOG CUTTING TESTS—Losses Grow with Higher Hogs..... | 31 |
| SAUSAGE—Nationwide Campaign Starts in May..... | 14 |
| SALES—Changed Conditions Call for New Methods..... | 23 |
| AAA AMENDMENTS—Their Fate Hangs Fire..... | 19 |
| PROCESSING TAXES—Slim Chance for Repeal..... | 19 |
| Figuring Shrink on Hog Tax..... | 20 |
| STEAM AND POWER—How Packers Should Compare Costs.... | 17 |
| CORNED BEEF—How to Make It Right..... | 20 |
| REFRIGERATION—Rating Refrigerating Machines..... | 25 |
| Ammonia Wastage | 25 |
| TRANSPORTATION—Truck Efficiency on Long Routes..... | 25 |
| LIVESTOCK LOSSES—Campaign to Cut 30 Million Loss..... | 16 |
| DOG FOOD—Housecleaning Campaign Starts..... | 16 |
| RETAIL—How One Dealer Succeeds..... | 50 |
| NEWS OF TODAY AND YESTERDAY..... | 47 |

Index to Advertisers will be found on page 56.

In Every Issue

| MARKETS— | Page | | Page |
|--------------------------|------|-----------------------------|------|
| Provisions and Lard..... | 29 | Hides and Skins..... | 45 |
| Tallow and Greases..... | 35 | Livestock Markets..... | 40 |
| Vegetable Oils..... | 37 | Closing Markets..... | 39 |
| MARKET PRICES— | | | |
| Chicago Markets..... | 52 | Cash and Future Prices..... | 33 |
| New York Markets..... | 53 | Hides and Skins Prices..... | 45 |
| PROCESSING PROBLEMS..... | 20 | CHICAGO NEWS..... | 47 |
| REFRIGERATION NEWS..... | 25 | NEW YORK NEWS..... | 49 |
| FINANCIAL | 27 | RETAIL SECTION..... | 50 |

"For Pete's sake!
What's the idea,
Joe?"

"Well, sir—those birds
were caught stealing
gas!"

Faulty spark plugs are JUST ONE OF SIXTEEN engine defects that can steal your gasoline!

22 Factors Affect Gasoline Combustion Economy

Factors in the Engine

1. Carburetor setting
2. Ignition timing
3. Valve timing
4. Valve seating
5. Ignition wiring
6. Spark plug selection
7. Spark plug point adjustment
8. Coil condition
9. Distributor point clearance
10. Distributor cam condition
11. Condenser condition
12. Fuel temperature at carburetor
13. Piston ring seal
14. Cylinder wall condition
15. Combustion chamber carbon
16. Motor oil (quality and grade)

Motor Fuel Factors

17. Vapor pressure
18. Sulphur
19. Octane rating
20. Volatility
21. Tendency to form gum
22. Uniformity and availability



Copy. 1935, Standard Oil Co.

STANDARD OIL COMPANY (INDIANA)

910 SOUTH MICHIGAN AVENUE • CHICAGO, ILL.

STANDARD OIL PRODUCTS: ISO-VIS "D" • Polarine Transmission Oil (Summer and Winter Grades) • Polarine Heavy Duty Gear Grease • Polarine Wheel Bearing Grease (Medium and Heavy) • Polarine Fibre Grease (for Universals) • Polarine Pressure Gun (Medium and Heavy) • Polarine Water Pump Grease • Polarine Steering Wheel Grease



STANDARD OIL SERVICE

add: **WAYS TO REDUCE OPERATING COSTS . . . WAYS TO**



It Costs You Money to Tie His Hands

• Every time you refuse your plant engineer's request for replacements you may be tying his hands and costing yourself money. Your plant cannot be operated at maximum efficiency with worn-out or obsolete equipment. Penny leaks grow into dollar losses.

Before you say "no" to plant expenditures make a thorough checkup with your engineer. To minimize interruptions in service and secure general economy in maintenance, assure yourself that valves and fittings are selected for the particular service to be performed, that your piping is properly sectionalized. Guard against the small losses that grow into high production costs.

A new Crane steam trap here, replacement of a pipe line there, may mean the difference be-

tween red and black figures on your books. A silk mill in New York state revamped its boiler room, using Crane material exclusively, at an expense of approximately \$1,000. It is now operating its plant at a saving of 10% in fuel and has increased plant production 30% *without adding any extra equipment!*

For seventy-nine years, sturdiness and precision of a character peculiarly Crane's have been built into our valves, fittings and fabricated piping. They are distinguished by long and efficient performance.

Crane engineers will gladly co-operate to show you many avenues to plant economy and efficiency. We will send you without obligation our Plant Checkup List. Write for it today.



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CRANE CO., GENERAL OFFICES: 836 S. MICHIGAN AVE., CHICAGO, ILLINOIS

NEW YORK: 23 W. 44TH STREET

Branches and Sales Offices in One Hundred and Sixty Cities

VALVES FITTINGS, FABRICATED PIPE, PUMPS, HEATING AND PLUMBING MATERIAL

What are the *Busiest* Units in Your Plant?

THOUSANDS of industrial executives would answer that question by saying "Our Yale Hand Lift Trucks." When they see how constantly these trucks are on the job, and the tremendous amount of work accomplished at great savings of time and money, they realize how badly a Yale Truck and Skid Platform System was needed.

Yale Trucks **ARE** among the busiest of all mechanical units in hundreds of plants because there is so much for them to do. New money-saving uses are continually found. Whenever and wherever there is anything to be lifted and hauled, Yale Trucks are ready to do the job quickly, easily and safely.

To obtain the highest degree of speed, power, economy and endurance, be sure the trucks you buy are made by Yale.

If you are not a Yale user,
why not at least find out
how Yale can serve you.



BLUE STREAK
Single Stroke Hand
Lift Trucks, 2,500 lbs.
capacity.



RED STREAK
Single Stroke Hand
Lift Trucks. Capacities
up to 5,000 lbs.



MULTI-STROKE
Hand Lift Trucks.
Capacities up to
20,000 lbs.



Steel-Bound Skid Platforms

YALE

TRADE MARK

THE YALE & TOWNE MFG. CO., Philadelphia Division, PHILADELPHIA, PA., U. S. A.

Makers of Yale Hand Lift Trucks, Electric Trucks, Hand Chain Hoists, Electric Hoists and Trolleys



SINCE TEDDY WIELDED
THE BIG STICK



OILED AND WAXED
PACKERS PAPERS

H. P. SMITH PAPER CO.
1130 WEST 37th STREET + + + CHICAGO

AMONG THE PACKERS

77 OF THE LEADERS

USE HACKNEY CONTAINERS



★ Seamless removable head barrel with single bolt closure. For handling animal shortenings, powdered and other products.

Correct weight in a container is important. Hackney designs barrels, drums, and shells to provide economy of weight—without sacrificing strength.

Dollar economy results from the use of Hackney containers—due to weight saving,

long life, ease of filling and emptying, and ease of handling.

Because they serve economically and efficiently, Hackney containers are used by: Cudahy, Swift, Morrell, Armour, etc. Write for detailed facts on Hackney containers used by leading packers.

PRESSED STEEL TANK COMPANY

206 S. La Salle St. Bldg., Room 1187, Chicago, Ill.

1365 Vanderbilt Concourse Bldg., New York, N. Y.

6635 Greenfield Ave., Milwaukee, Wis.

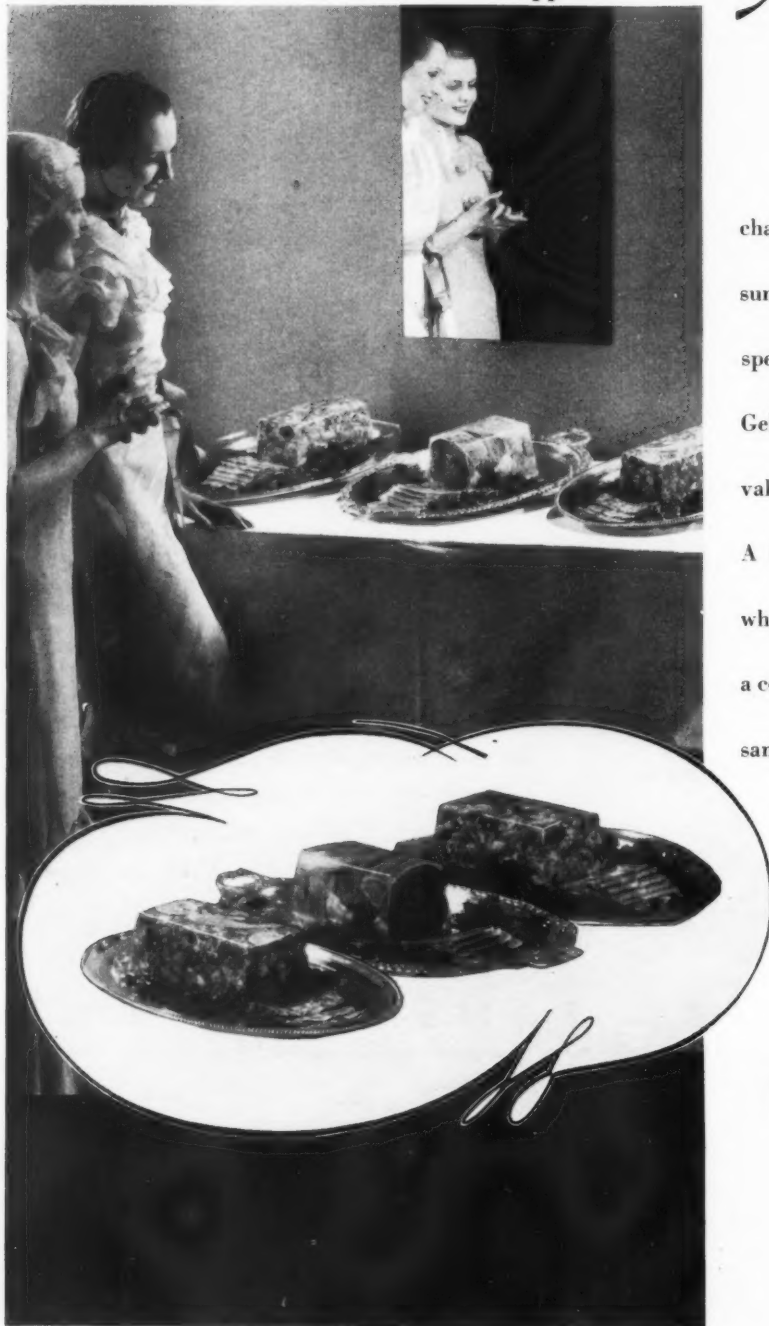
673 Roosevelt Bldg., Los Angeles, Cal.

Hackney

MILWAUKEE

CONTAINERS FOR GASES, LIQUIDS AND SOLIDS

WILSON'S *Quality Gelatine*



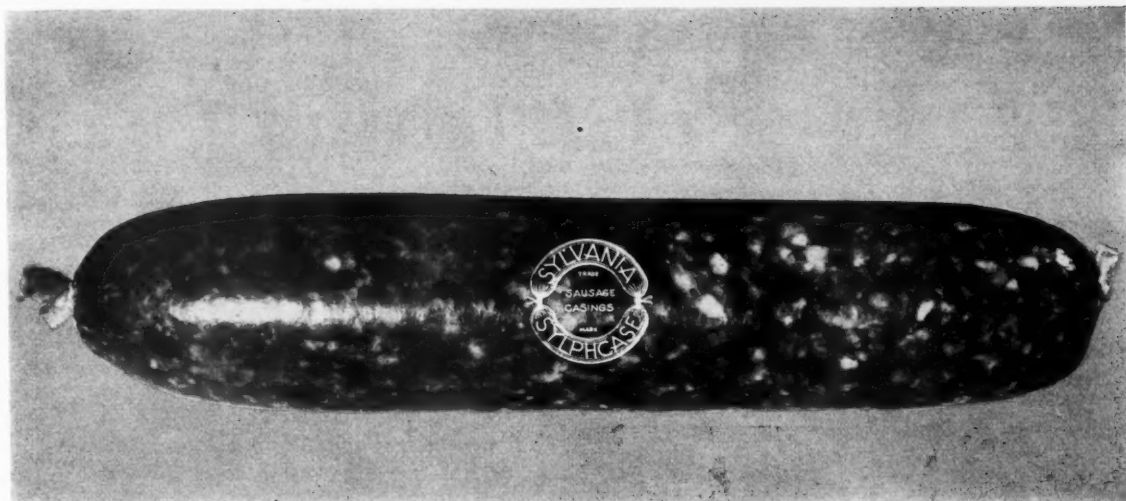
Contributes

character . . . or better termed "consumer acceptance," in jellied meat specialty items. Wilson Pure Food Gelatine possesses outstanding jelly value, good clarity and neutral taste. A truly dependable product which, when used in "specialty items," makes a combination hard to beat. Write for samples and quotations . . . the rest will be a genuine pleasure.

Wilson Pure Food Gelatine,
"The Standard of the
Gelatine Industry."

WILSON & CO.
U. S. YARDS, CHICAGO





SYLVANIA SYLPHCASE K

TRADE MARK

TRANSPARENT SAUSAGE CASINGS

An entirely new and superior transparent sausage casing, SYLPHCASE K, of a new type of material.

SYLPHCASE K is soaked and handled the same as viscose casings, with ample stuffing capacity, and after cooking or drying the contraction or shrinkage provides a compact or solid sausage with smooth casing.

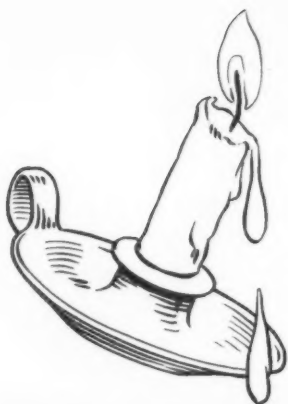
These casings are of extreme clearness

after soaking. SYLPHCASE K sausage casings are strictly Kosher. They meet the requirements of the Bureau of Animal Industry, of course being subject to inspection by that department when presented for use by establishments operating under Federal Meat Inspectors.

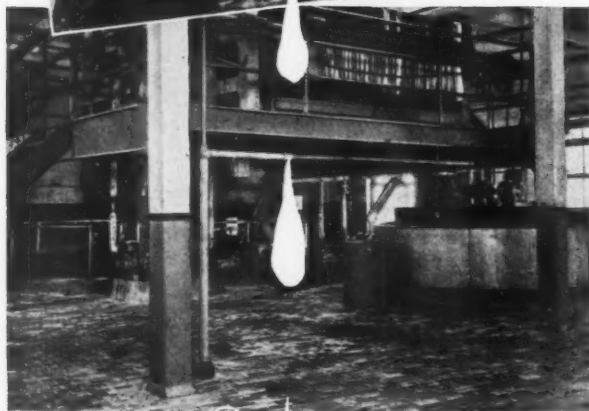
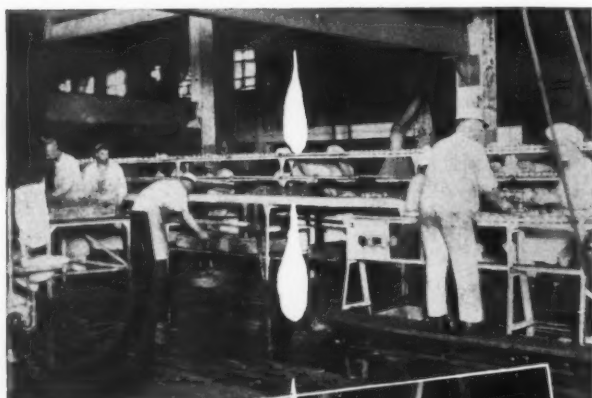
Please request samples, specifying sizes, quantities, etc., to convince yourself of the superior quality of these new SYLPHCASE K sausage casings.

SYLVANIA INDUSTRIAL CORPORATION
SYLPHCASE DIVISION

Executive and Sales Offices: 122 EAST 42nd STREET, N. Y. C.
Works, Fredericksburg, Va.



For Cleaning Greasy Surfaces



A product specifically designed to make a hard job easy—ROYAL WASHING POWDER, was created by a meat packing organization which should and does know what is required in the cleaning of greasy surfaces in the packing plant. Wherever grease is found, ROYAL WASHING POWDER should be used, for it reduces time and labor costs—and does a better job of cleaning.

Preponderance of Alkali with JUST ENOUGH Soap

ROYAL WASHING POWDER is an excellent and most economical cleaning agent. High in alkali content with just a sufficient amount of soap to enable easy and quick rinsing. We are confident that you will be agreeably surprised at the results obtained.



ROYAL

WASHING POWDER

ARMOUR AND COMPANY • Industrial Soap Div.
1355 W. 31st St. Chicago, Illinois

THE NATIONAL Provisioner

Volume 92

THE MAGAZINE OF THE

Number 15

Meat Packing and Allied Industries

APRIL 13, 1935

Figuring Results on Smoked Meats

4—Cost of Smoked Meats on Basis of Current Cured Market Compared to Costs on Replacement Basis

PROBLEMS facing meat packers in a year of short livestock supplies and limited consumer buying power make straight thinking and careful figuring absolutely necessary.

Hog cut-out and curing operations were discussed in this "Open Forum for Packer Executives" in the March 23, March 30 and April 6 issues of THE NATIONAL PROVISIONER.

Another problem that should give the industry concern is probable realization prices of smoked meats which will be produced from current slaughter of hogs or from current purchases of green meats.

For the purpose of illustrating difference in costs of smoked meats figured on current market quotations of cured meats, and costs of smoked meats figured on a replacement basis, a cost test is here given on smoked regular hams, 12/14 average, figured on basis of Chicago market of March 30 on cured regular hams, 12/14 average, as compared to tests on product figured on a replacement basis.

Replacement costs are figured two ways:

First, on basis of Chicago market of March 30 on green regular hams, 12/14 average, *without giving consideration to cutting loss on hogs for same week;*

Second, on basis of Chicago market of March 30 on green regular hams, 12/14 average, *plus cutting loss shown by THE NATIONAL PROVISIONER'S hog cutting test for the same week, which equaled \$2.53 per cwt. on product put into cure from 200 lb. average hogs.*

Shrinkages and items of expense shown in the tests are not the figures of any particular packer, but are fairly representative of average shrinkages and expenses. Packers who desire to check their costs against these tests can do so readily by using their own figures of shrinkages and expenses.

Assuming shrinkages and expenses shown in the tests are approximately correct, smoked regular hams, 12/14 average, which will be produced from current purchases of green hams, will cost \$1.25 per cwt. over cost of smoked regular hams, 12 to 14 average, figured on the current cured market. Smoked regular hams,

Cost of Smoked Hams

Current Market vs. Replacement Costs

(Reg. Hams, 12-14 avg., Chgo. Mkt. Mar. 30.)

| | CURRENT MARKET Cured Hams. | REPLACEMENT COSTS Green Hams. | |
|--|----------------------------------|-------------------------------------|---|
| | | | Including Cutting loss not figured. pro rata cutting loss. |
| Gr. Reg. Hams, 12/14 avg | | 17.37 | 17.37 |
| Est. net curing expense, including overhead | | .50 | .50 |
| Pro rata of cutting loss, week March 30. | | | 2.53 |
| Cost Cured. | 16.75 | 17.87 | 20.40 |
| Cost out of smoke: | | | |
| 8% smoking shrink. | | | |
| 2% hanging, total 10%. | 18.61 | 19.86 | 22.66 |
| Labor | .35 | .35 | .35 |
| Packages | .35 | .35 | .35 |
| Misc. supplies | .15 | .15 | .15 |
| Water | | | |
| Steam and power. | | | |
| Light | | | |
| Rent (int. investment). | .40 | .40 | .40 |
| Int. on inventory and accounts receivable. | | | |
| Overhead* | | | |
| COST SMOKED. | | | |
| f.o.b. plant | 19.86 | 21.11 | 23.91 |
| Sales and city deliv- ery expense** | .75 | .75 | .75 |
| TOTAL COST | 20.61 | 21.86 | 24.66 |
| Selling Price | | | |
| MARGIN | | | |

*Overhead includes depreciation, repairs, taxes, insurance, allowances, credit losses and administrative expense.

**Freight or trucking expense to outside territory not included in sales and delivery expense.

Another phase of this subject will be discussed next week.

12/14 average, which will be produced from current slaughter, will cost \$4.05 per cwt. more than smoked regular hams, 12/14 average, figured on the current cured market.

Packers should keep in mind that smoked meats are selling on the basis of current market on cured meats. They are replenishing their stocks either

through purchase of live hogs or purchase of green meats. In any event **REPLACEMENTS ARE COSTING SUBSTANTIALLY OVER CURRENT PRICES OF CURED MEATS.**

Prices consumers will pay for smoked meats will determine results on meats which are now being put into cure.

Nationwide Sausage Campaign Begins

SSAUSAGE and "ready-to-serve" meats are always tasty and economical items in the food budget. The consumer does not know enough about them in their endless and attractive variety.

Quality sausage is both a volume-builder and a profit-builder for the packer and sausage manufacturer.

To better inform the consumer, and to aid the processor, the month of May will be devoted to a nationwide advertising and educational campaign on these products. Sausage and "ready-to-serve" meats will be publicized as never before.

Quality will be emphasized throughout.

The campaign—to be known as the "Get Acquainted With Sausage Campaign"—has been arranged by the National Organization of Sausage Manufacturers, a division of the Institute of American Meat Packers. The campaign material will be based on the "Get Acquainted" idea, and will emphasize the fact that there is a kind of sausage or "ready-to-serve" product for every occasion.

What They Are: How to Use Them

Beginning on May 6, and continuing until June 2, consumers will be told constantly and repeatedly about the merits of sausages, the many uses of the products, new methods developed for serving sausage, economy of the product, nutritional value and convenience of sausage and "ready-to-serve" meats. Campaign material will include window displays, counter cards, a recipe book, dealer advertisements and newspaper and magazine articles on sausage.

A part of the program of the National Organization of Sausage Manufacturers is to advise consumers more fully about the products of the sausage industry. The "Get Acquainted With Sausage" campaign is one means by which this object will be accomplished.

Suggestion for a campaign of this nature was made some time ago to the governing committee of the National Organization of Sausage Manufacturers, of which George Schmidt, president of Stahl-Meyer, Inc., New York City, is chairman, and the campaign idea was formally approved by the governing committee. A special sub-committee, with Paul W. Trier of Arnold Bros., Chicago, as chairman, was appointed to work out details of the plan. The

Palmer Advertising Service of New York is preparing dealer advertising and display material for the campaign.

Material which will be offered at cost to members of the Institute, members of the Sausage Division, and non-member packers and sausage manufacturers, will include:

Window Display Service

1. A complete set of window display material.

Quality Sausage Campaign

The "Get Acquainted With Sausage" campaign of the National Organization of Sausage Manufacturers will aid you to sell more **QUALITY SAUSAGE.**

Window displays, counter cards, recipe books and other aids will be available to every packer and sausage manufacturer who wants to get the benefit of this nationwide campaign.

It will run throughout the month of May, featuring quality sausage and "ready-to-serve" meats all the time, and specializing on products as follows:

Week of May 6.—Frankfurters and Fresh Pork Sausage.

Week of May 13.—Liver Sausage, Bologna and Sausage Appetizers.

Week of May 20.—Cooked Ham and Sausage Cold Plate.

Week of May 27.—Meat Loaf and Specialties, and a "repeat" on Frankfurters.

For further information apply to the National Organization of Sausage Manufacturers, 59 E. Van Buren st., Chicago, or fill out the following coupon:

THE NATIONAL PROVISIONER:
407 So. Dearborn St.
Chicago, Ill.

Please send me complete information on the "GET ACQUAINTED WITH SAUSAGE" Campaign, and tell me how I can get the window displays and other campaign material.

Name
Firm
Street
City

This will include a large center window display, showing an "open road" scene, with drawings depicting outdoor sports surrounding it, the whole having the effect of attracting attention, whetting the consumer's appetite and conveying to him a subtle psychological suggestion of the utility, appetite appeal and economy of various types of sausage and "ready-to-serve" products. At the top of the poster are the words "Get Acquainted With Sausage and Ready-to-Serve Meats," and at the bottom is the slogan "There's a Kind for Every Occasion."

The large center display poster will be flanked with smaller posters, featuring various kinds of sausage and "ready-to-serve" meats in pleasing and appetizing dishes.

The plan of the campaign is to feature at least two different sausages or "ready-to-serve" meats in each of the four weeks during which the campaign is to run.

Feature Two Varieties Each Week

During the first week, beginning May 6, the large poster will be flanked by two smaller posters showing frankfurters and fresh pork sausage. A poster featuring dry sausage also will be available for use during the first week by sausage manufacturers who manufacture that product.

A Sausage Recipe Book

2. A complete recipe book on sausage.

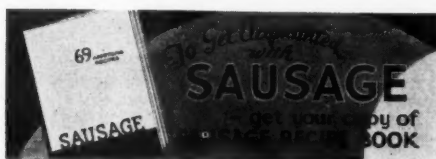
An important part of the campaign will be a recipe book on sausage and "ready-to-serve" meats which is being prepared by the National Organization of Sausage Manufacturers. The book will contain sixty-nine newly developed and tested recipes for the use of sausage and "ready-to-serve" meats. The book includes recipes for the use of sausage at breakfast, lunch, dinner, late supper, in soups, in hors d'oeuvres and appetizers, and in "between-meal" sandwiches.

The recipe book will be printed in two colors, and can be imprinted with the name, trademark and slogan of the sausage manufacturer who orders the book. A display card will be available to call the attention of consumers to the fact that they can obtain the book in the store which displays the card.

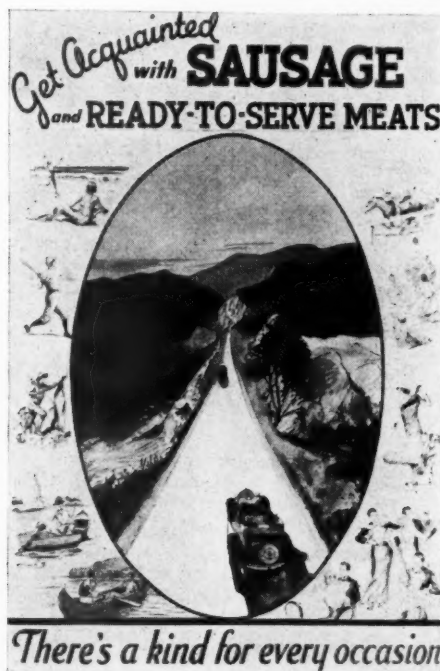
During the second week, beginning May 13, the large poster will be sup-

(Continued on page 44.)

How the Industry Will Tell the World About Quality Sausage



2 Cards like this-Window and Counter



There's a kind for every occasion
MAIN DISPLAY PIECE USED 4 Weeks



1ST. Week



2ND. Week



3RD. Week



4TH. Week



Campaign to Reduce 30 Million Bruised Livestock Loss

AN AGGRESSIVE campaign of education designed to prevent the loss of \$30,000,000 annually in bruised and injured live stock was planned at a meeting of the executive committee of the recently organized National Live Stock Loss Prevention Board held in Chicago on April 12. The meeting was presided over by E. G. Reed of Columbus, O., chairman of the board.

"Farmers, shippers, transportation companies, and the processors of meat will all benefit by the reduction of deaths and injuries to live stock on the farms, in transit, and at points of marketing," Mr. Reed asserted in explaining the purposes of the board. "And no time is better than the present to launch such a program of education since we are all faced with reduced supplies and each individual meat animal is relatively more valuable."

Mr. Reed quoted from article 2 of the board's constitution to explain the specific plan of action which the board has adopted. It reads:

"The object of this organization shall be to initiate and encourage education and research, to correlate and co-ordinate present activities and information, to secure new data, to disseminate correct information, and to promote practical and proper methods of reducing and eliminating preventable live stock losses during the marketing process."

A committee is making a statistical survey of the live stock loss situation. "Although we feel sure that losses by death and injury in the handling of live stock aggregate nearly \$30,000,000 annually, our committee is going to obtain definite information on this point," said Mr. Reed. "The committee also will determine losses in transit by truck as well as by rail, and will ascertain how heavy losses are through improper handling on farms, in transit and at stock yards. As more than 50 per cent of the livestock now moves to markets by truck, the importance of controlling and reducing the mortality, crippling and bruising of animals transported in this manner is very evident. "With this statistical information available, we will then be in position to devise ways and means of preventing such loss."

Activities of the board are to be managed by H. R. Smith, livestock commissioner for the National Live Stock Exchange, assisted by the following regional managers: R. L. Cuff, Kansas City; W. T. Spencer, Omaha; H. J. Boyts, Sioux City; and W. A. Peck, St. Paul.

Organization of the board was effected in Chicago after representatives of various groups interested in the movement had indicated their willingness to give financial aid.

In addition to Mr. Reed, who represents the New York Central Lines, the following officers were elected: H. R. Davison, Institute of American Meat Packers, vice chairman; Dr. H. P. Hoskins, American Veterinary Medical Association, secretary; C. H. McNie, Chicago and North Western Railroad, treasurer. Other members of the board are: F. E. Mollin, American National Live Stock Association; George W. Da-

vies, American Poland-China Record Association; F. R. Marshall, National Wool Growers Association; P. O. Wilson, National Live Stock Marketing Association; B. B. Brumley, Ohio Live Stock Loss Prevention Association; Charles H. Schultz, the Chicago Live Stock Exchange; Fred Brooks, Chicago, Rock Island & Pacific Railroad; J. E. Thoman, Hartford Insurance Co.; William Weeks, Kansas City Stock Yards Co.; L. W. Kube, St. Paul Union Stock Yards Co.; E. L. Hoppel, Northern Pacific Railroad; F. E. Knutzen, Institute of American Meat Packers; F. M. Sherwood, Institute of American Meat Packers; J. A. McNaughton, Los Angeles Union Stock Yards Co.

Points on Consumer's Meat Dollar and Packer's Dollar

A MERICAN housewives might "take a leaf from hotel and restaurant menu cards" if they wish to satisfy the appetites of their husbands for tasty meat dishes, and at the same time keep well within their family food budgets. This was the suggestion of

President Wm. Whitfield Woods of the Institute of American Meat Packers, speaking before the Baltimore Kiwanis Club on April 11.

"Hotel and restaurant managers are familiar with the kinds of meat that men like and buy at luncheon," Mr. Woods pointed out. "If housewives would serve at dinner the kinds of meat their husbands buy at luncheon, they would find their husbands well satisfied and their meat bills relatively low."

Mr. Woods listed pot roast, beef and lamb stew, spareribs, roast shoulder of pork and lamb and frankfurters as meat dishes which usually appeal to the appetites of most men. "Such dishes," he said, "are conspicuous on the menus of hotels and restaurants, and are accompanied frequently by other dishes that appeal to men, such as cabbage, sauerkraut, mashed potatoes and turnips. They are comparatively low-priced and are easily prepared. By alternating them with such standard meats as steaks, chops and rib roasts, housewives can make an appreciable saving on their weekly food budgets."

In discussing the division of the consumer's meat dollar the speaker said: "Cash payments for livestock, plus processing taxes, comprise between 70 and 80 per cent of the packer's income from all livestock products. Nearly half of the remainder goes into payrolls, another fourth for supplies, power, fuel, etc., and another fifth for repairs, insurance, depreciation, taxes, interest and other operating expenses. This leaves available as profits only about one-sixth of one cent per pound of livestock handled."

"For ten years back," he added, "the difference or 'spread' between the plant value of packinghouse products and the amount paid for live stock has been not more than two and one-half cents per pound of live stock bought—and al-

(Continued on page 44.)

Dog Foods Clean House

THE Federal Trade Commission may become a factor of considerable importance in cleaning up unfair practices in the dog food manufacturing industry, particularly in interstate trade.

The commission announced on April 1 settlement by stipulation of a case in which unfair competition in the sale of dog food in interstate commerce was charged.

In one stipulation an Indiana concern agreed to cease using in connection with the sale of its dog food the representation that beef or other meat ingredients used in manufacturing the product is government inspected, and to stop using the word "beef" to designate the meat ingredients, unless it consists of beef, properly so-called. The company also agreed to abandon representations that its product is endorsed by leading veterinarians and animal hospitals when this is not true.

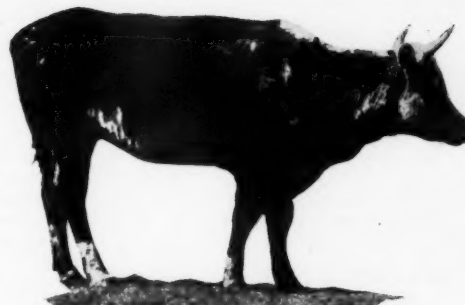
The Commission announced another agreement on April 4 by which a Missouri manufacturer of dog and cat food promised to discontinue using the word "packing" as a part of its corporate or trade name, or in any way which would tend to mislead buyers into believing it is a packer subject to the provisions of the Packers and Stockyards Act.

This company will also give up use in advertising matter of representations that beef or other meat ingredients used in the food are government inspected, and "beef" will not be used to describe the meat ingredients, unless and until they consist of beef properly so called.



OFF ON WRONG FOOT.

When packer compares steam and power costs per head killed, he forgets it costs more to process one type of animal than another. Costs are more accurately estimated when kept on a basis of 1,000 lbs. of product rather than per head killed.



Comparing Steam and Power Costs

Packers May Be Misled Unless Right Method is Used
and All Conditions Are Known

By GEORGE B. MULLOY.*

THE packinghouse power plant—long overlooked as a field for cost reduction, waste saving and loss prevention—is now coming to be generally recognized as a department possessing greater money-saving possibilities than almost any other.

Much of the credit for this is due to THE NATIONAL PROVISIONER's steam and power savings campaign of the past two years.

As a consequence packers not only have tried to obtain more accurate steam and power cost data in their own plants, but they are examining closely and comparing with their own costs the results in other plants.

Unfortunately such steam and power cost comparisons mean little unless conditions under which they were compiled and the many factors entering into and influencing the totals are known in detail. Such data often is misleading; it raises hopes that cannot be realized, or it causes misgivings for which there is no basis in fact.

Conditions Determine Results

The mere fact that one packer reports low costs for steam and power is no indication that there are similar possibilities in another plant; or even that it would be good policy and good engineering to attempt to duplicate them.

Meat packers sometimes are unable to understand that a comparison of steam and power costs, as usually made, means very little. They hear that a competitor is making

steam and power, or both, at lower prices than they are able to produce them. But they fail to understand that the comparison may not accurately reflect conditions.

Steam and power costs are influenced by many factors which must be adjusted as between two plants, before a fair comparison can be arrived at.

Comparisons on a Killing Basis

One basis frequently used in steam and power cost comparisons is the cost per head of livestock killed. This cost will vary over a considerable range from day to day in any plant, and over a still wider range in comparing different plants.

A glance at some of the factors influencing this cost should show why this is so. Among these are:

Cost of fuel.

Character of plant equipment.

Plant load and power department efficiency.

Intelligence and care in power plant operation.

Methods of distributing and using steam and power in the plant.

Grades, kinds and average weight of livestock killed.

It is important for the packer studying steam and power costs—and perhaps considering a new power plant or rehabilitation of his old one—to appreciate just what these factors mean in steam and power cost calculations, and why they seldom can be uniform in any two plants.

Cost of fuel is one of the important items of expense in steam and power costs. Whether or not a packer is in a position to purchase the most economical fuel depends on the kind and type of fuel-burning equipment available, and amount of boiler capacity installed.

Fuel a Major Expense

Cost of fuel usually amounts to 85 or 90 per cent of the total steam and power cost. With limited grate surface and boiler and stack capacity, a better and more costly fuel must be used to meet heavy plant load conditions. Under such circumstances boiler efficiency becomes an item of prime importance in cost results.

In attempting to lower steam and power costs the start might very logically be made in the boiler room, for it is here the energy in the coal is

Figure Costs Right
Packers who see big possible savings in steam and power are studying their costs.
There is danger that in making this study they may use a wrong basis of comparison.

An engineer with life-long packinghouse experience gives these warnings:

1. Don't compare costs of one plant with another unless conditions are known to be comparable.

2. Don't figure costs on a basis of PER HEAD KILLED. Figuring PER 1,000 LBS. LIVE WEIGHT KILLED is safer. Both methods of figuring are illustrated in this article.

*Brady, McGillivray and Mulloy, consulting engineers, Chicago.

released in the production of steam.

Boiler efficiency depends in considerable measure on the type of equipment in use, character of day and night loads, and holiday and fire-banking losses. It may be considered that overall efficiency of boilers and furnaces in various sizes of meat plants will be about as shown in Table 1. These efficiencies, it should be understood, are the percentage of heat in the fuel transferred to the water in the boiler.

TABLE 1—BOILER ROOMS COMPARED.

| | Av. overall efficiency. |
|---|-------------------------|
| Small plant, hand-fired, no superheaters, economizers, etc. | 45 to 50% |
| Medium-sized plant, no superheaters, economizers, etc. | 50 to 60% |
| Medium-sized plant, with superheaters, economizers, etc. | 60 to 72% |
| Large plants, with superheaters, economizers, etc. | 68 to 76% |
| Large plants, latest design, using high pressure boilers and all accessories to increase efficiency. | 84 to 88% |

These estimates assume medium and large plants are equipped with modern coal-burning equipment, and control instruments such as steam flow meters, CO₂ recorders, coal or fuel metering devices, etc.

From the boiler room energy from the coal—in the form of steam—may go to the engine room, or it may be distributed to processing and manufacturing departments. In the engine room it operates refrigerating machinery, air compressors, pumps and electrical generating equipment.

Each of these can be the reason for greater or less steam consumption—and in turn for a greater or less steam cost—depending on their character, methods of operation, and the manner in which products from these machines are used throughout processing and manufacturing departments.

Factors Influencing Steam Use

In a large number of meat plants steam consumption is not reduced in proportion to reduction in slaughtering. Even though a plant does no killing on certain days, steam would still be required for building heating, producing refrigeration, cooking, etc. Where records have been kept, it has been shown that reduction in amount of steam required when no killing is done may vary from 22 to 50 per cent in various plants.

Amount of steam used on Sundays and at other times when no killing is done, excluding temperature conditions due to weather, also is influenced by length and size of steam piping, quality and quantity of insulation, steam pressure maintained during shut-down period, etc.

During plant working days, the type of plant load—killing, cutting, manufacturing, etc.—and its size also influence steam consumption.

Therefore size and character of plants, demand for steam, and other factors which have been or will be enumerated,

must be taken into consideration when making steam and power cost comparisons.

Power Cost Doesn't Always Vary With Kill

In this connection it might be a surprise to some packers to know that motive power expense—including cost of electrical energy, water, refrigeration, and in some cases steam—remains approximately the same for a kill of 500 hogs per hour as it is for a kill of 200 hogs per hour.

However, regardless of boiler and engine room efficiency, steam and power losses can and generally do occur in distribution of steam to processing and manufacturing departments, and in the manner in which it is used there.

It is not unusual to find packinghouses with high power plant efficiency and low efficiency in distribution and use of steam and power, whose steam and power costs per head killed are no lower than other plants inefficient in producing steam and power but efficient in distributing and using it.

Other Steam and Power Losses

Among conditions outside of boiler and engine rooms which increase cost of steam and power are:

- Poorly insulated coolers,
- Lack of cooler vestibules,
- Inefficient use of coolers,
- Carrying cooler temperatures lower than necessary,
- Poor insulation on refrigeration distribution lines,
- Poor insulation on steam lines,
- Waste of hot and cold water,
- Improper pressure in sprays,
- Running motors longer than necessary,
- Use of electric light globes larger than needed, and wasteful use of light,
- Excessive loss of exhaust steam to the atmosphere, etc.

Steam and Refrigeration

It has been demonstrated that, regardless of quantity of product output, and depending on carefulness with which conditions causing waste and loss are corrected, electrical energy consumption may be increased or decreased 35 to 40 per cent and refrigeration load 25 to 30 per cent. Electrical energy and steam consumption are also influenced by types of drives used to operate refrigerating machines, suction pressure and condenser pressure and temperature.

In most meat packing plants a temperature of at least 200 degs. Fahr. should be maintained at the ammonia compressor discharge, and there should be enough direct expansion piping or brine sprays so that a suction pressure of 20 to 25 lbs. can be carried.

If cooling is done exclusively with brine, much higher suction pressures are allowable. The higher the suction

pressure carried the greater will be the cooling capacity obtained from the compressor, its capacity being in direct ratio of absolute suction pressure actually maintained to the absolute standard suction pressure at which the machine capacity is rated.

For example, if the standard suction pressure is 25 lbs. for a machine rated at 250 tons, and the machine is operated at a back pressure of 15 lbs. then rated capacity is reduced to approximately

$$\frac{15+15 \text{ (1 atmosphere)}}{25+15 \text{ (1 atmosphere)}} 30 \text{ or } .75 \times 250 = 188 \text{ tons.}$$

Cost of compressed air and water may also increase or decrease 30 to 40 per cent, regardless of the amount of killing and processing being done, depending on watchfulness to prevent loss.

Accurate Cost Comparisons

To secure a fair comparison between plants on steam and power costs per head killed, consideration would also have to be given to the grade of the animals handled in the two plants. Packinghouses in Oklahoma and Texas, for example, handle animals of much lighter average weights than do plants in New York or the Corn Belt.

If, as shown previously, so many variables enter into packinghouse steam and power costs, and misleading conclusions are so liable to be arrived at when cost per head killed is the basis of comparison, a packer might well ask, "What other unit of cost could be used?"

It would, of course, be absurd to compare costs in two plainly unlike plants. The first step to be taken by the packer who wants to see how he stands comparatively on steam and power, therefore, should be to find a plant for comparison similar to his own in equipment, size and methods of operation.

But even then a reasonably accurate cost comparison will not be obtained if these costs are compared on the basis of head of livestock slaughtered.

Fallacy of a Per Head Comparison

It might be assumed that two plants could be found in which total power department costs and number of head of livestock slaughtered during the year were identical. One of these might be designated as Plant A and the other as Plant B. Power department cost of each plant is shown in Table 2.

TABLE 2—STEAM AND POWER COSTS IN TYPICAL MEDIUM-SIZED PLANTS.

| | Cost. | P.C. of total. |
|---------------------------------------|-------------|----------------|
| Fuel, 31,890 tons @ \$2.65 | | |
| per ton | \$84,508.50 | 90.00 |
| Water | 1,987.00 | 1.70 |
| Boiler and engine room supplies | 794.00 | .85 |
| Labor | 4,113.81 | 4.25 |
| Repairs | 2,901.99 | 3.20 |
| Total | \$94,005.30 | 100.00 |

For cost comparison purposes, and to arrive at the number of head of live-

(Continued on page 21.)

Business and Government

News of governmental activities under the New Deal as they affect business and industry—especially the meat packing and allied industries.

AAA Amendments

FATE of the amendments to the Agricultural Adjustment Act—legislation of vital import to the packing industry—moved one step toward a final decision when they were ordered reported out of the Senate committee on agriculture and forestry on April 10. Provisions of the amendments to which meat packers, processors of agricultural commodities, producers and consumers have objected were retained practically unchanged in the revised form of the Senate bill.

The committee vote on reporting out the bill was 10 to 1, with two members not voting. The dissenting vote was cast by Senator A. Harry Moore of New Jersey.

The major change in the revised Senate bill provides that the Secretary of Agriculture must obtain approval of two-thirds of the producers of a commodity before he can issue licenses imposing terms of a proposed marketing agreement on handlers of the commodity, of whom more than 50 per cent did not favor the agreement. In the original version the consent of producers was unnecessary, and licensing was at the discretion of the Secretary of Agriculture, with approval of the President.

Wallace Confers with Senators

The bill has not been assigned a place on the Senate calendar, but observers believe pressure of other legislation will delay its consideration in the Senate. In the House the amendments were recalled to committee after they had been voted out by a close margin on March 29.

Attacks on the AAA program have been increasing, and it is reported that a bitter struggle is expected over the new legislation. Secretary of Agriculture Wallace conferred with Senate committee members on the day before the bill was reported out favorably.

While the amendments are being discussed in Congress opposition to them is growing. Congress was petitioned by radio to discard the amendments in a nation-wide broadcast by Fred G. Clark, national commander of the Crusaders, on April 9.

Radio Attack on Amendments

Declaring the amendments would put the lives of American farmers and all those who consume goods in the palms of the hands of one man, Clark asked,

"Can we always trust that the judgment of this one man is better, fairer and more constructive than all the balance of the people in the United States?" Clark summed up the legislation as asking "the acme of czaristic power—a power that the constitution of the United States was written to prevent—

PROCESSING TAX PROSPECTS

If the AAA corn-hog program continues on a self-sustaining basis, collection of processing taxes must be carried on into 1936 to balance estimated benefit payments of \$150,000,000 which will be made to one million farmers who recently signed 1935 corn-hog contracts.

An amendment to the recently enacted work relief bill gives the President power to make benefit payments from funds allotted by the bill. Should this be done there would be reason to ask for discontinuance or reduction of processing taxes.

At a press conference this week President Roosevelt said that he did not approve of paying crop benefits out of relief funds, and therefore would not avail himself of the George amendment to the 4 billion dollar relief bill which permitted him to do this. He assured Secretary Wallace that he favored continuance of processing taxes for the purpose of raising money for the AAA crop control plans.

Benefit and surplus removal payments in the 1933-34 program will not be completely paid for by processing tax collections until the last months of 1935, if future collections proceed at approximately the February rate of \$12,500,000 per month.

Total tax collections and payments to March 1, 1935, as reported by the AAA, are shown in the following table, with an estimate of payments now due and being paid:

| | TOTAL PAYMENTS. | TOTAL COLLECTIONS. |
|---|--------------------|-----------------------|
| Processing taxes | | |
| Hogs | | \$210,335,443 |
| Corn | | 9,200,597 |
| Benefit payments | | |
| Made | \$223,453,054 | |
| Due | 73,000,000* | |
| Surplus removal. | 46,080,106 | |
| | \$342,533,160 | \$219,536,040 |
| Approximate future processing tax collections necessary to balance disbursements..... | | \$123,000,000 |

*Approximate amount of 1934 benefit payments due and now being paid.

a power that the war of the Revolution was fought over."

Another criticism of the proposed amendments, which speaks for the country as a whole, has come from Wichita, Kan., in a full-page, denunciatory editorial in the Wichita Beacon. Copies of this have been reprinted and are being widely distributed. The editorial calls for intensified popular demand to defeat the amendments if agriculture is not to be further hamstrung by bureaucratic tyranny.

The first amendment, dealing with benefit payments in kind, is called "absurd" and the second is declared to make the Secretary of Agriculture "a potential dictator." Provisions of the third amendment allowing examination of books, accounts, etc., is termed a "menace to every American institution."

Country Wide Protests

Merchants, processors and producers in all fields have been uniting to fight the amendments. Typical of such cooperation was a recent meeting attended by 80 Buffalo, N. Y., business men. Packers, produce merchants, food establishments, millers, grain dealers and retail food merchants were represented. William F. Price, vice-president and general manager, Jacob Dold Packing Co., presided.

Chambers of Commerce in the following cities are known to have recently protested passage of the amendments: Atlantic City, N. J.; Burlington, Vt.; Chattanooga, Tenn.; Cincinnati and Dayton, O.; Durango, Colo.; New Brunswick, N. J.; Waterloo, Ia.; Providence, R. I., and Fort Worth, Tex. The Oklahoma state chamber of commerce also has gone on record against the proposals.

EXEMPT PACKERS IN FOOD BILL

Meat packing was exempted from provisions of the Copeland pure food and drug bill, to the extent of industry regulation already covered in the meat inspection act, by an amendment adopted by the Senate on April 3.

The Institute of American Meat Packers had pointed out that without such an amendment, packers might be subjected to identical regulation by two sets of inspectors representing separate bureaus of the government.

PROPOSED INDIANA LAWS

Here are a few of the bills now before the state legislature of Indiana, some of which have the support of the governor and may be passed:

State NRA law.

Direct marketing regulation bill.

Truck tax, on trucks which leave the corporate limits of their home town.

State tax on oleomargarine.

Practical Points for the Trade



Making Corned Beef

How are standard cuts of corned beef prepared? A packer wishing to make corned beef writes for information on making good quality product. He says:

Editor THE NATIONAL PROVISIONER:

Please send me information and instructions on making good standard cuts of corned beef, also formulas for right pickle to use for various cuts.

It is a little difficult to say just what methods of making corned beef are standard, as most packers and curers have individual methods which they have developed from their own experience with the product. However, methods for preparing some good, widely used cuts follow:

Brisket Boneless Corned Beef

Only No. 1 quality native steer briskets should be used. Pieces should average 18 lbs. or up, bone in. Remove all bone and finish off piece smooth, leaving no rough edges or blemishes. Yield should be about 73 per cent.

Second hand barrels, packed at 200 lbs. green weight, may be used for curing if desired. Line barrels with regular muslin bag liner and fill with about 10 lbs. of pickle made according to the following formula:

For 100 gals. pickle:

20 lbs. sugar

4 lbs. nitrate of soda

on a foundation of plain pickle of 59 degs., with a finished strength of 62 degs. at a temperature of 34 to 36 degs. Fahr. Barrels should be given 3 rollings or overhauls, one each five days after packing. Corned beef is ready to be shipped on the twenty-first day. If it is necessary to carry it over cured age, it should be moved to freezer temperatures of 10 to 15 degs. above zero.

The following temperatures have been found to give best results in curing this product:

meat—36 to 38 degs.

pickle—34 to 36 degs.

curing room—36 to 38 degs.

Boneless Rolled Corned Beef

Use top selection of canner plates, averaging 25 to 30 lbs. with first brisket included. Thin plates are preferable, as thick ones roll poorly. Plates should be boned green and boneless plates cured. Boneless plate yield from regular plates should be 65 to 70 per cent.

Standard vats or barrels may be used for curing. Pieces should be sprinkled with fine salt before packing to prevent sticking together. Use pickle made according to the following formula:

For 100 gals. pickle:

3½ lbs. refined nitrate of soda

and salt to give a salometer reading of 80 at a temperature of 34 to 36 degs.

Fahr. Milder pickles are now being used on beef than older practice prescribed.

In curing, temperature of meat should be 36 to 38 degs.; of pickle, 34 to 36; of curing room, 36 to 38. Product should be overhauled on second, tenth, and twentieth days. It reaches cured age in 15 days in winter, 30 in summer.

Roll plates only after they are fully cured. Roll and tie with 4 or 5 strings of seine twine, forming outside of roll with outside of plate. Bring all loose ends and trimmings into inside, making roll as tight as possible.

Beef Rump Butts

This kind of corned beef is made from good grade canner cattle, and consists of regulation rump cut. This cut is boneless and should range in weight from 5 to 8 lbs.

It may be cured either in vats or in tierces. If in vats, 1,140 lbs. green weight is packed into the regulation size. If in tierces, the meat is packed 290 lbs. green weight.

Each piece should be rubbed with fine salt before packing and salt should be sprinkled between each layer of meat.

Good Looking Wieners

In some localities regulations have been passed prohibiting the use of color on sausage. This means that packers and sausage-makers must get the best color possible as a result of manufacturing and processing.

Some methods of getting good color on wieners or frankfurts where the use of outside color is not permitted have been published in THE NATIONAL PROVISIONER. These suggestions will help you in selecting meats for your product, curing the ingredients, chilling and holding, and finally, smoking and cooking.

If you want this information fill in and mail the following coupon with 10c in stamps:

THE NATIONAL PROVISIONER.

Old Colony Bld., Chicago, Ill.

Please send me information on how to make good looking wieners without the use of artificial coloring.

Name

Street

City..... State.....

(Enclosed find 10c in stamps.)

Pickle with same formula as that given for boneless rolled corned beef. Temperatures are same as those suggested for rolled product.

Overhaul on the fifth and fifteenth days after packing, by rolling tierces or transferring from one vat to another.

Product reaches cured age in 15 days in winter and 30 days in summer.

Tierce cure may be retarded and product held for several months by transferring to freezer at a temperature of 15 to 18 degs.

FIGURING SHRINK ON HOG TAX

Some confusion apparently still exists as to whether packers are allowed to deduct for shrinkage of animals in computing hog processing tax. A packer writes:

Editor THE NATIONAL PROVISIONER:

We have been paying hog processing tax on actual purchase weight. We buy hogs and usually keep them in the pen for 2 or 3 days before slaughtering. Should we be allowed a 5 per cent shrink in a case like this?

According to government hog tax regulations, "Live weight is the weight of the live animal at the time of slaughter. However, the actual weight at the time of purchase may be used as live weight in the meaning of these regulations, provided the hogs are shipped direct to the slaughtering house for immediate slaughter within three (3) days after purchase is made."

No arbitrary allowance for shrink is made in the regulations and none has been made by the Bureau of Internal Revenue. However, the Bureau reports that several packers have been granted shrink allowance on application to that organization. In one or two cases such allowances have been made because packers were unable to install scales at the sticking rail on account of local sanitary regulations.

The inquirer has been paying his tax correctly, according to the regulations, but if packers believe they are entitled to shrink allowance it is suggested they take up the matter as individual firms with the Bureau of Internal Revenue.

A number of packers weigh their hogs just before they go to the sticking rail, in this way ascertaining the actual weight at the time of slaughter.

WATCH YOUR KILLING FATS

It is important that killing fats should go directly to the rendering kettle. "PORK PACKING," The National Provisioner's latest book, explains why and gives many other important details of lard rendering.

STEAM AND POWER COSTS

(Continued from page 18.)

stock killed, it has been assumed by some packers that one bullock equals 2.14 hogs, or 10 calves, or 12 sheep. This ratio has been taken regardless of average weights in the plants in which the costs are being compared. It is this neglect to take weight into consideration that has had much to do with the inaccurate and misleading price comparisons that have been arrived at in many instances.

How a packer may be fooled by comparing costs on a per-head-killed basis may be shown by some assumed figures from these two plants.

TABLE 3—STEAM AND POWER COST.
Per 1,000 Lbs. Live Weight Killed.

| | Plant A. | Plant B. |
|--------------------------------------|------------------|------------------|
| No. cattle killed.. | 144,600 | 144,600 |
| Av. wt. per head.. | 700 lbs. | 900 lbs. |
| Total wt. cattle.. | 101,200,000 lbs. | 130,140,000 lbs. |
| No. hogs killed.. | 144,600 | 144,600 |
| Av. wt. per hog.. | 327 lbs. | 400 lbs. |
| Total wt. hogs... | 47,284,200 lbs. | 57,840,000 lbs. |
| No. calves killed.. | 36,160 | 36,160 |
| Av. wt. per calf.. | 70 lbs. | 100 lbs. |
| Total wt. calves.. | 2,531,200 lbs. | 3,616,000 lbs. |
| No. sheep killed.. | 36,160 | 36,160 |
| Av. wt. per sheep.. | 58.33 lbs. | 90 lbs. |
| Total wt. sheep... | 2,190,200 lbs. | 3,254,400 lbs. |
| Total wt. all animals killed... | 153,144,600 lbs. | 194,850,000 lbs. |
| Total cost of steam and power | \$94,005.30 | \$94,005.30 |
| Cost per 1,000 lbs. live animal | \$.614 | \$.482 |

In Plant A average weights of animals slaughtered are as follows: Cattle, 700 lbs.; hogs, 370 lbs.; calves, 70 lbs.; sheep, 58.33 lbs. In Plant B average weights are: Cattle, 900 lbs.; hogs, 400 lbs.; calves, 100 lbs.; sheep, 90 lbs.

If steam and power costs of these two plants were compared in the usual way—that is, on the basis of per head of livestock killed—it is clear that costs would be the same in each case.

But as Plant B handled a greater poundage than Plant A, it also must have done more processing for which steam and power were required. However, as its total steam and power cost was no greater, then it should be reasonable to assume that it either has better engine and boiler room efficiency than Plant A, or that it processes and manufactures more efficiently.

Per 1,000 Lb. Live Weight Comparison

If cost comparisons are made on the basis of 1,000 lbs. live weight of animals slaughtered, instead of the per head basis, results, more accurate for accounting and cost finding purposes will be secured. Comparative costs in Plants A and B on the basis of 1,000 lbs. of live animals slaughtered give the results shown in Table 3.

This cost comparison shows that instead of identical steam and power costs—such as would have been as-

sumed had the comparison been made on the basis of per head of livestock killed—steam and power costs in Plant B are approximately 20 per cent lower than in Plant A.

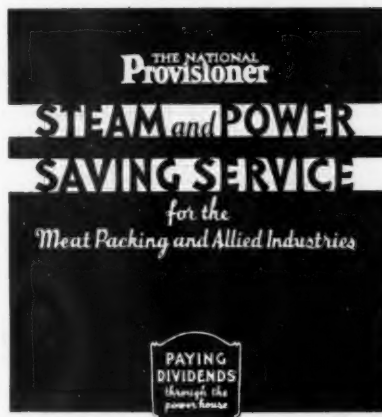
Coal Burned vs. Weight Processed

Another method of comparing steam and power costs could be on the basis of amount of coal actually burned under boilers per cwt. of live animal killed, chilled and processed.

In small plants using hand-fired boilers and without stokers, superheaters, economizers, etc., coal consumption figured on this basis will vary from 35 to 50 lbs. In medium-sized boiler rooms equipped with stokers, but without superheaters, economizers, etc., coal consumption per cwt. of live animal slaughtered, chilled and processed will vary from 20 to 26 lbs.

Packers who are seriously attempting

Would This Information Be Useful To You?



A binder containing all information on "Steam and Power Savings" published by THE NATIONAL PROVISIONER up to date, in which can be filed later data as it appears.

If you want this binder and its contents, fill out the following coupon, and send it with \$1.00 to The National Provisioner, 407 So. Dearborn st., Chicago, Ill.

Name
Firm
Street
City

to get the "low down" on their power department costs and saving possibilities should consider carefully, therefore, any information along these lines that come to them from other plants.

Not only should they make certain the cost figures compared were arrived at in the same manner, but also that conditions influencing expenses in both instances are similar enough to make the comparison a true one.

BOILER BAFFLING SAVINGS

A meat packer who recently discovered that the temperature of the flue gas in his boiler room is higher than it should be wants to know how much he can save by reducing it. He writes:

Editor The National Provisioner:

Our boiler plant is consuming 36 tons of coal per day. Cost of coal delivered at boiler room is \$5.40 per ton; heat value, 13,500 B.t.u. per pound. Temperature of flue gas is 925 to 1,100 degs. Fahr. How much money can I save by proper boiler baffling?

Assuming combustion is good, namely that 18 lbs. of flue gas pass up the chimney per pound of coal, the average saving would amount to \$10,500 per year.

There are four ways in which this problem can be considered:

1—Reducing the flue gas temperature from 1,100 to 500 degs. Fahr. will make a saving of \$13,500 per year.

2—Reducing flue gas temperature from 1,100 to 600 degs. will make a saving of \$11,380 per year.

3—Reducing the flue gas temperature from 925 to 500 degs. will make a saving of \$9,760 per year.

4—Reducing the flue gas temperature from 925 to 600 degs. will make a saving of \$7,400 per year.

Average of the above, which is equivalent to reducing the temperature from 1,012 to 550 degs., gives a saving of \$10,500 per year.

Combustion conditions are not good in this plant. Percentage of CO₂ is low. Considerably more probably could be saved than is shown in the figures.

For those meat plant executives who like to solve similar problems, here is the rule: Subtract the flue gas temperature that will be obtained with proper baffling from the present flue gas temperature in degs. Fahr.; multiply by the present annual cost of fuel in dollars; then multiply by the present number of pounds of flue gas per pound of fuel; then by 0.24; and finally divide the product by the heat value of the fuel in B.t.u. per pound. The result is the annual saving in dollars.

Applying the rule to the above problem we have:

$$462 \times \$71,200 \times 18 \times 0.24 \\ 13,500 = \$10,500.$$

Watch the Classified Advertisements page for bargains in equipment.

CUDAHY MEAT LOAVES



will capture many impulse sales
this Summer!

THE sparkling wrap of Cellophane is a splendid way to attract attention to summer specialties like these.

The Cudahy Packing Company says:

"As we see it, Cellophane may be described as a dress suit which possesses all the utilitarian value of a substantial pair of overalls.

"We know that these four items are improved in appearance by the use of Cellophane, and thus have a more direct and compelling appeal to the consumer.

"Further than that, Cellophane transparent wrapping protects the products . . . keeps them in prime condition."

PACKAGE IDEAS FOR PACKERS

Our Field Representative will be glad to help you work out attractive wraps for any meat products. Du Pont Cellophane Co., Inc., 350 Fifth Ave., New York City.

Cellophane

TRADE MARK

"Cellophane" is the registered trade-mark of the Du Pont Cellophane Co., Inc.



*A Page
for the*

Packer Salesman



Changed Conditions

May Necessitate Radical Changes in Meat Selling Methods

CHANGED conditions often make new meat selling procedure necessary or advisable.

Methods commonly used by packer salesmen may sometimes react disadvantageously these days.

A packer sales manager comments on new phases of selling in the following letter. He says:

Editor THE NATIONAL PROVISIONER:

In one or two letters from packer salesmen, published recently on "A Page for the Packer Salesman," reference was made to advisability of encouraging retailers to display attractively and merchandise aggressively the less-demanded cuts of meat.

There are some possibilities for the packer salesman to maintain or improve his volume, I believe, with such activities well directed. If these efforts are made haphazardly, without due consideration for all factors involved—particularly retailer psychology at a time when volume of sales is small—there is considerable danger of creating a condition that may be worse than the situation it is desired to improve.

Cut Prices and Low Volume Disastrous

Competition is strong among retailers for the smaller volume of business available. Housewives are doing more shopping about. Meats that appear to be on the bargain counter are in demand. The whole situation, it seems to me, is primed to produce a price competitive situation such as characterized sausage sales two and three years ago. A spark might bring an explosion.

I can speak with knowledge only of my territory. Here, the only thing preventing too much price competition, is the good judgement of retailers. They have sense enough to appreciate they must get profitable prices for all meats if they are to continue to exist, in view of the smaller volume of sales. What they cannot make on volume they are forced to get in margins. And, at that, prices charged are not as high as they properly should be.

Packer salesmen should push the less-demanded cuts of meats, and encourage retailers to give more thought and study to efficient merchandising of them. But in this work let us by all means refrain from emphasizing a need for lower retail prices, or the larger volume of business that can be built by featuring CHEAPER meats. Let's

leave the price angle out of our solicitations as much as possible.

Some packer salesmen may find this difficult, but if they are as clever as most of them have to be these days to hold their jobs they will find other ways of pushing the less-demanded cuts of meat than by harping on prices or the necessity for giving consumers bargains.

More Margin in Some Cuts

One of them might be the profit angle. The retailer can often obtain in these days a little better than ordinary profit on cuts not generally in such good demand when meat prices are low, and at the same time render an appreciated service to housewives. It pays the retailer, therefore, to push them. The retailer might be encouraged to give the housewife more information on tasty, economical and satisfying ways to prepare these cuts. By such a course he can keep consumer friendship.

Better store display will help attract more attention to the less desirable cuts and create more interest in them. Advertising could be used advantageously to inform housewives that while some meat cuts are high in price, there are others available which are comparatively economical and which can be used to prepare tasty nutritious meals.

And I am convinced also that every packer salesman might profitably urge customers to refrain from talking livestock shortage and high meat prices. One can't cure a blister by continually irritating it. Nor will housewives forget readily the present situation in meats if they are continually reminded of it.

Consumers Are Reasonable

Consumer resentment against high meat prices may be largely temporary. They hardly have had time to become adjusted to the situation. As other food prices increase, which it seems logical to believe they will, and as the spread between meat prices and prices of other foods narrows, I think there

will be a less hostile consumer attitude toward meat prices.

Besides, most consumers appear to understand the reason for higher meat prices. They do not blame the meat trade. They know about the drouth and the AAA crop reduction program, and they put at least part of the responsibility where it belongs.

In the meantime the packer salesman might very properly use constructive methods to help this situation. These will help the consumer to get more meat from her food dollar. When she does this she will be better satisfied, and less inclined to back away from all fresh and cured meats and sausage because some cuts and products seem beyond her reach.

Yours truly,

PACKER SALES MANAGER.

MENTAL HAZARDS IN SELLING

The sleepwalker performs stunts he could not possibly do when awake, and takes risks he would consider nothing less than foolhardy under ordinary conditions.

The driver who travels rough roads in a car finds the going easier at night. The bumps are there just the same, but they assume less importance.

Too many packer salesmen handicap themselves with mental hazards, one meat sales manager thinks. They multiply the difficulties until they seem insurmountable. Like the driver on a rough road in the full light of day, they see every obstacle to easy going, and are so busy trying to avoid them that they not only slow up their progress but wear themselves out in the effort.

Every packer salesman, he says, should be thoroughly familiar with all conditions that favorably or adversely influence meat sales and meat consumption, but he should also learn how to evaluate them. It is easy to "make mountains out of mole hills," unless one assumes the proper mental attitude toward conditions and influences that cannot be changed. Continually brooding on them does not better the situation, but it does handicap a salesman to a greater extent than many apparently appreciate.

One does not have to ignore economic factors to minimize them. Appreciating what one is up against should enable him to plan more effectively. Emphasizing difficulties and ignoring or failing to appreciate favorable factors will eventually bring about a state of mind that is a severe handicap on satisfactory work.



THE MEATS GET THROUGH!

REGARDLESS OF MUD, GRAVEL AND SAND
...AND "SOUTHWESTERN" WEATHER



(Above) Luper Truck Service Co., Wichita, Kan., hauls meats for Wichita's two largest packing companies, covering principal towns in Arkansas, Oklahoma, Southwestern Kansas and parts of Texas. One truck, on admittedly the worst route, covers 1400 miles every week. Shown is one of the Luper tractor units with refrigerated semi-trailer. Each unit of this kind is equipped with 11 tires, including the spare. Luper uses General Tires for longer mileage and lower load-mile costs.

3 REASONS WHY GENERALS ARE MORE PROFITABLE TO YOU:

1. Generals are stronger tires—additional full-width plies of powerful cord are anchored bead to bead—with no "idle" plies—no floating breaker-strips.
2. Generals are cooler tires—they flex uniformly without that heat-producing "hinging action" of ordinary breaker-strip tires.
3. Generals have "compact rubber" treads—their construction keeps the tread rubber compact and compressed so that it wears slowly and gives more miles.

The General Heavy Duty Highway Balloon is built for speed and long haul work. It is only one of the complete line of Generals—each designed and built specifically to do a certain job better.

NO GOING is tougher than for trucks operating in the southwest. Mud, gravel and sand roads are the rule. Intense heat—sudden rain and sand storms—every conceivable kind of weather can be expected at any time. With these, routes are long, speeds must be high and loads heavy.

Under such conditions General Truck Tires are daily showing their ability to "take it."

General builds the most complete, most highly specialized line of truck tires in the business. General Tire Dealers are factory-trained truck tire experts with wide experience and accurate knowledge in fitting the right type and size of tire to every kind of job.

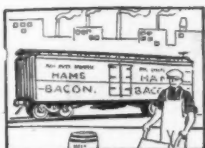


THIS COMBINATION is worth real money to you. If your job is tough, call in the General Tire dealer and let him prove these statements.



FREE this valuable booklet on how to get more service from your truck tires. Write to The General Tire & Rubber Company, Akron, Ohio.

GENERAL TRUCK TIRES



REFRIGERATION

and Frozen Foods



Plant Cooling Notes

For the Meat Employee Who Is Interested in Refrigeration.

AMMONIA WASTAGE

Amount of ammonia in a refrigerating system diminishes with time. This loss cannot be entirely prevented. It is caused by leakage and disintegration.

Waste due to leakage can be reduced by frequent inspection to detect leaks. Waste due to decomposition is best kept within reasonable limits by keeping down temperature around compressor as much as possible. In a small plant, say of 25 tons capacity, a disappearance of 50 to 75 lbs. of ammonia in six months might not be considered excessive. A much larger loss is not unusual.

A liquid receiver provided with a gauge glass will show when ammonia in a system is running low. Insufficiency of ammonia is also indicated by a fluctuating pressure, variations in temperature of discharge pipe and by action of compressor valves, which at times will operate smoothly and at other times with more noise. A rattling noise at expansion valve indicates passage of vapor with liquid ammonia, and a deficiency of the latter.

RATING REFRIGERATING MACHINES

Variation of capacity of refrigerating machines with fluctuations in evaporating and condensing temperatures always has been a source of confusion with purchasers, due to the many methods by which the size of a plant can be described.

Tons of ice making capacity, tons of refrigeration at 5 degs. Fahr. evaporation and 86 degs. Fahr. condensation, or 23 deg. Fahr. brine outlet and 68 deg. Fahr. condenser water temperature, equivalent ice melting effect—all are "standards" followed by various manufacturers, either individually or in conjunction with the capacity under proposed working conditions of plant under consideration.

The most widely adopted standard is the second (5 degs. Fahr. and 86 degs. Fahr.). In view of the large number of applications which employ much higher evaporating temperatures, especially in air conditioning, a joint committee made up of representatives from the American Society of Refrigerating Engineers, the U. S. Refrigerating Machinery Association and the National Electrical Manufacturers' Association now suggests that refrigerating machines for air conditioning should be rated at 40 degs. Fahr. saturated evaporating temperature, 65 degs. Fahr. superheated vapor entering compressor, 75 degs. Fahr. inlet temperature of condenser water, 90 degs. Fahr. ambient air temperature for air or water cooled condensers, 95 degs. Fahr. outlet temperature of condenser water.

These ratings are to be expressed either in B.t.u. per hour or in tons of refrigeration. Method of taking condenser water or air temperature instead of condensation temperature enables effect of variation of type and size of condenser to be taken into account, instead of compressor only.

REFRIGERATION NOTES

The National Ice and Cold Storage Co. plant at Marysville, Calif., was badly damaged by a recent fire, the loss amounting to several thousand dollars.

The Quebec Provincial Government will spend \$100,000 this spring for the establishment of a cold storage plant.

W. J. Ellis of Atlanta has purchased from L. J. Fletcher the Hazlehurst ice and cold storage plant, Hazlehurst, Ga. The consideration was in excess of \$15,000.

The Gloria Cold Storage Co. of Seattle, Wash., has changed its name to Chehalis Packing Co. and increased its capital stock to \$50,000.

The Kirker Ice & Cold Storage Co., Los Angeles, Calif., has taken out a permit for the erection of an addition to its plant.

The Proctor Packers, Ltd., Brantford, Ont., plans a cold storage plant to cost about \$100,000.

The Consumers Public Service Co., Chillicothe, Mo., is installing new refrigerating machinery at a cost of about \$20,000.

The Fulton Ice and Storage Co., Fulton, Mo., is installing two new compressors and other equipment at a total cost of about \$150,000.

MEAT COOKERY SCHOOLS

That the National Live Stock and Meat Board's meat cookery schools continue to arouse wide interest in the selection, preparation and food value of meat is evidenced by the flood of questions on these subjects from women in attendance. Following are a few questions which are typical of those asked: "Please give some ways of serving liver." "How do you pan-broil a steak?" "How do you fry bacon?" "At what temperature should short ribs be cooked?" "How do you prepare a cured ham?" "Are kidneys as rich in iron as liver?" "What is the food value of beef tongue?" "What meats are blood-builders?" "Please give the meats high in iron and copper for use in pernicious anemia".



PACKER TRUCKS EFFICIENT OVER LONG ROUTES.

Latest addition to the fleet of Emge & Sons, meat packers of Fort Branch, Ind., is a unit designed to carry approximately 6,000 lbs. of meat over routes of 125 to 200 miles, making from 60 to 90 stops.

Temperatures between 45° and 50° are maintained with ice. The body is insulated with 4 inches of Dry-Zero blanket in roof and sides, and 3 inches of cork in the floor. The body is on a Reo 2½ ton chassis, and was built by the Giffel Body Mfg. Co., Terre Haute, Ind. Two similar bodies were delivered to Emge & Sons last November. A dozen bodies of the same type are included in the company's fleet.

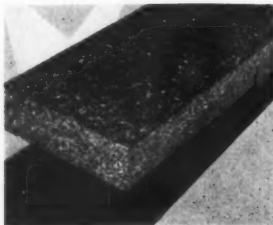
UNITED'S CORKBOARD INSULATION

100% Pure • U. S. Government Standard



"CHANGE THAT WORD 'SPECIFY' to 'Use United's Insulation'"

More and more engineers who know their Insulation are making sure that UNITED'S is used. For they know that UNITED'S meets every test for cold room and cold line protection . . . that they can depend on UNITED'S scientific erection methods to assure dependable, permanent and economical insulation over a long period of years.



UNITED'S

SUPERVISING Engineer on every job.
ERECTION workers thoroughly trained.
RIGID inspection of each installation.
VALUABLE, practical erection experience.
INSTALLATIONS unqualifiedly guaranteed.
COMPLETE job from start to finish.
ESTIMATES furnished free at your plant.

UNITED CORK COMPANIES

LYNDHURST, NEW JERSEY

Manufacturers and Erectors of Cork Insulation

Sales Offices and Warehouses: New York, Philadelphia, Boston, Baltimore, Chicago, Cleveland, Cincinnati, Pittsburgh, Milwaukee, Indianapolis, Rock Island, Ill., Buffalo, Hartford, Conn., Taunton, Mass.

Please mail catalog describing and illustrating the utility and economy advantages of UNITED'S Cork Insulation.

Company.....
Name.....
Address.....
City.....State.....
(Attach to business card or letterhead) N.P.4

Cornell University Regulates its Cooling System with Sarco Temperature Regulators

To control the flow of brine into the coil of each of the fifteen air-conditioned rooms in the attractive new million dollar Cornell Plant Science Building, at Ithaca, N. Y., Sarco Temperature Regulators are used. This assures the desired constant temperature.

You can set the Sarco for any desired temperature from zero up and it will maintain exactly that temperature automatically without any attention.

SARCO TEMPERATURE REGULATORS



The reason for its accuracy is that the Sarco is actuated by liquid expansion, which gives more power to operate the valve and assures the same sensitivity at all points of the range.

Sarco Temperature Regulators are inexpensive to install and maintain because no compressed air, electricity or water pressure is needed for their operation.

We'll send one on 30 days' free trial to test in your cold storage rooms, pasteurizers, drying rooms, kilns, hot water heaters or elsewhere.

Write for Catalog BE-52.

SARCO COMPANY, Inc.

183 Madison Ave., New York, N. Y.

Branches in Principal Cities

SARCO CANADA LTD., FEDERAL BLDG., TORONTO, ONT., CANADA



LIBBY FINANCIAL REPORT

Net profit of \$3,032,288.37 for the fiscal year ended March 2, 1935, representing a gain of \$825,946.63 over the previous year, is reported to shareholders by Libby, McNeill & Libby, food canners. A deficit of \$2,825,249.56 at the opening of the fiscal year has been cleared away, and the company now shows a balance in surplus account of \$207,038.81.

The year's business showed favorable increases over the previous year in physical volume of production and both domestic and foreign distribution, said president Edward G. McDougall in his annual report. The company enters the new fiscal year with inventories of current production which he characterized as "normal and well balanced, and for which there is active demand."

Earnings are sufficient to cover current annual dividend requirements on both first and second preferred shares, amounting to \$1,368,100, and leave a balance for holders of common shares of \$1,664,188.37—a return of \$2.66 per share on the \$10 per common shares outstanding. Earnings for the year have been retained in the business, strengthening the company's position by an increase in net working capital of \$2,950,919.29. Ratio of current assets to current liabilities shows improvement from 2.81 in 1933-34 to 3.71 in the current report.

"History of the canning industry records 1934 as an unusual year. On the one hand, the country suffered from one of the worst droughts ever known, which made light operations for a few plants; on the other hand extensive government meat canning kept a few other plants working at full capacity for part of the year. The diversification of lines handled and the many locations where the company operates served well in providing an ample supply of products."

Comparative balance sheets and income statements follow:

COMPARATIVE BALANCE SHEETS.

| | Mar. 2, '35. | Mar. 3, '34. |
|---|------------------------|------------------------|
| ASSETS. | | |
| Cash | \$ 1,857,889.49 | \$ 1,958,725.21 |
| Notes & accts. receivable, less reserve | | |
| Trade | 3,442,556.16 | 4,258,674.73 |
| Other | 557,067.91 | 517,357.16 |
| Inventories | | |
| Product and raw materials | 16,624,127.86 | 14,417,544.67 |
| Supplies | 2,845,452.32 | 3,317,936.45 |
| Growing crops, etc.... | 2,107,778.73 | 2,043,317.03 |
| Current Assets | \$27,434,872.92 | \$26,513,555.25 |
| Prepaid insurance & interest | 98,811.47 | 122,389.10 |
| Investments | 861,333.56 | 936,246.97 |
| Deferred advertising & sales exp. | 716,884.25 | 465,185.58 |
| Unamortized bond disc. & exp. | 351,498.68 | 404,211.43 |
| Plant | 31,791,190.07 | 31,512,362.46 |
| Less reserve for depreciation | 14,354,903.07 | 13,830,930.62 |
| | \$17,436,296.00 | \$17,681,431.84 |
| | \$46,869,696.88 | \$46,123,000.17 |

LIABILITIES.

| | | |
|---|------------------------|------------------------|
| Notes & drafts payable | \$ 4,517,389.80 | \$ 7,043,105.06 |
| Accounts payable | 1,535,843.18 | 1,353,062.73 |
| Accrued taxes, bond interest, etc. | 1,345,645.73 | 1,032,312.60 |
| Current Liabilities | \$ 7,398,878.71 | \$ 9,428,480.33 |
| First mortgage 5% gold bonds | \$10,312,000.00 | \$10,625,000.00 |
| Reserves: | | |
| Voluntary pension reserve | 1,100,000.00 | 1,100,000.00 |
| Other reserves | 451,779.36 | 364,769.40 |
| First preferred 7% stock (cum.) | 9,730,000.00 | 9,730,000.00 |
| Second preferred 6% stock (non-cum.) .. | 11,450,000.00 | 11,450,000.00 |
| Common stock | 6,250,000.00 | 6,250,000.00 |
| Surplus | 207,038.81 | *2,825,249.56 |
| | \$46,869,696.88 | \$46,123,000.17 |

*Deficit.

PROFIT AND LOSS ACCOUNT.

| For periods ending March 2, 1935, and March 3, 1934: | Mar. 2, '35. | Mar. 3, '34. |
|--|------------------------|------------------------|
| Income from operations before depreciation and interest .. | \$ 5,152,774.31 | \$ 3,897,233.11 |
| Provision for depreciation | 1,043,373.78 | 1,069,734.14 |
| | \$ 4,109,400.53 | \$ 2,827,498.97 |
| Other Income: | | |
| Interest and dividends received, and equity in earnings of 50% owned company. .8 | 154,393.15 | \$ 187,053.70 |
| Gain from foreign exchange | 28,114.88 | 401,427.34 |
| Discount on funded debt retired through sinking fund | 1,345.00 | 77,443.89 |
| Miscellaneous | 25,861.99 | 20,712.13 |
| | \$ 209,715.02 | \$ 686,637.06 |
| | \$ 4,319,115.55 | \$ 3,514,136.03 |

Other Charges:

| | | |
|--|------------------------|------------------------|
| Interest on funded debt, including amortization of debt discount and expense | \$ 581,779.85 | \$ 599,139.17 |
| Other interest | 207,767.19 | 365,376.61 |
| Loss on disposal of fixed property, net | 24,969.06 | 90,440.45 |
| Miscellaneous | 5,513.83 | 22,976.51 |
| | \$ 820,029.76 | \$ 1,083,932.74 |
| | \$ 3,499,085.79 | \$ 2,430,203.29 |
| Provision for income tax | 466,797.42 | 223,861.55 |
| Net profit for year | \$ 3,032,288.37 | \$ 2,206,341.74 |

FINANCIAL NOTES

Wilson & Co. plans to retire through purchase its first mortgage 6 per cent, 25 year sinking fund gold bonds to the sum of \$221,225. Tenders for sale to it as trustee are being accepted by Guaranty Trust Company of New York until April 15 at prices not to exceed 107½ per cent.

A special meeting for stockholders of Swift and Company has been called for May 10 to approve plans to refund present 5 per cent sinking fund bonds and 5 per cent notes, and authorize a new issue which will effect a considerable saving.

MEAT EDUCATION IN WEST

The meat campaign being conducted by the National Live Stock and Meat Board in California in cooperation with livestock and meat interests of the state is meeting with fine success, according to word from the Coast. Interest in the meat lectures and demonstrations is keen. Audiences aggregating more than 20,000 persons attended the meetings held in the first six cities on the schedule—San Diego, Santa Anna, Long Beach, Pasadena, Santa Barbara and San Luis Obispo. Two all-day conferences for retailers—an innovation in the program—were held at San Diego and Los Angeles. Retailers from 18 cities attended the San Diego conference. The Los Angeles conference was attended by retailers of 40 cities from a radius of 125 miles.

With the California program in full swing, 81 meat merchandising meetings also were held during March in cities of the Middle West, South and Southwest. They were attended by 51,271 retailers, homemakers, teachers, students and service club members. Cities were Blissfield, Mich.; St. Joseph, Mo.; Wichita, Manhattan, Salina, Marion, and Topeka, Kan.; Sioux City, Ia.; Sioux Falls, S. Dak.; Stillwater, Okla.; Miami and Pensacola, Fla.; Birmingham, Huntsville, Mobile, and Montgomery, Ala.; Meridian, Miss. and Phoenix, Arizona.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, Apr. 10, 1935, or nearest previous date, with number of shares dealt in during week and closing prices, April 3, 1935:

| | Sales. | High. | Low. | —Close— |
|-----------------------|----------|----------|----------|---------|
| Week ended | Apr. 10. | Apr. 10. | Apr. 10. | Apr. 3. |
| Amal. Leather. 2,600 | 3 3/4 | 3 | 3 | 2 3/4 |
| Do. Pfd. | 300 | 29 | 29 | 29 1/2 |
| Amer. H. & L. | 600 | 4 1/4 | 4 1/4 | 4 1/4 |
| Do. Pfd. | 1,100 | 22 1/2 | 22 1/2 | 22 1/2 |
| Amer. Stores. | 1,800 | 35 | 35 | 33 3/4 |
| Armour Ill. | 15,900 | 4 1/4 | 3 3/4 | 3 3/4 |
| Do. Pr. Pfd. | 4,400 | 60 1/2 | 60 | 57 |
| Do. Del. Pfd. | 1,000 | 101 1/2 | 101 | 97 1/2 |
| Beecham Pack. | 900 | 82 | 82 | 82 |
| Bohach, H. C. .... | ..... | ..... | ..... | 8 |
| Do. Pfd. .... | ..... | ..... | ..... | 65 |
| Chick. Co. Oil. | 1,100 | 27 | 26 3/4 | 26 1/2 |
| Childs Co. | 900 | 4 1/4 | 4 | 3 1/2 |
| Chas. Pack. | 700 | 42 1/2 | 42 1/2 | 41 1/2 |
| First Nat. Strs. | 1,000 | 47 1/2 | 47 1/2 | 46 1/2 |
| Gen. Foods | 8,000 | 34 1/4 | 33 3/4 | 33 1/2 |
| Gobel Co. | 2,100 | 3 | 3 | 2 1/2 |
| Gr. A&P Pfd. | 40 | 126 | 126 | 126 |
| Do. New | 120 | 124 1/2 | 123 1/2 | 123 1/2 |
| Hornell, G. A. .... | ..... | ..... | ..... | 18 1/2 |
| Hygrade Food. .... | ..... | ..... | ..... | 2 1/2 |
| Kroger G. & B. | 4,100 | 24 3/4 | 24 1/4 | 23 3/4 |
| Libby McNeill. | 22,250 | 8 1/4 | 7 3/4 | 7 3/4 |
| Mickelberry Co. | 250 | 3 | 3 | 3 |
| M. & H. Pfd. .... | ..... | ..... | ..... | 57 |
| Morrell & Co. | 400 | 57 | 57 | 59 |
| Nat. Leather. | 1,200 | 1 | 1 | 1 |
| Nat. Tea | 700 | 9 | 9 | 8 1/2 |
| Proc. & Gamb. | 6,100 | 48 | 47 1/2 | 45 1/2 |
| Do. Pr. Pfd. | 80 | 117 1/2 | 117 | 117 1/2 |
| Rath Pack. | 50 | 28 1/2 | 28 1/2 | 30 |
| Safeway Strs. | 1,400 | 39 | 38 3/4 | 37 1/2 |
| Do. 6% Pfd. | 180 | 108 1/2 | 108 | 107 1/2 |
| Do. 7% Pfd. | 190 | 111 1/2 | 111 1/2 | 111 |
| Stahl Meyer .... | ..... | ..... | ..... | 13 1/2 |
| Swift & Co. | 9,350 | 16 1/4 | 16 | 15 1/2 |
| Do. Intl. | 2,500 | 33 3/4 | 33 3/4 | 33 3/4 |
| Trunz Pork .... | ..... | ..... | ..... | 8 1/4 |
| U. S. Leather. | 1,400 | 5 1/4 | 5 1/4 | 4 1/2 |
| Do. A | 6,000 | 10 1/2 | 10 1/2 | 10 1/2 |
| Do. Pr. Pfd. | 100 | 58 1/2 | 58 1/2 | 53 |
| Wesson Oil | 1,800 | 32 | 32 1/2 | 31 1/2 |
| Do. Pfd. | 500 | 76 1/2 | 76 1/2 | 76 |
| Wilson & Co. | 18,300 | 4 1/4 | 4 1/4 | 4 |
| Do. 6% Pfd. | 1,400 | 64 | 64 | 60 |

Watch the "For Sale" page for bargains.

PRAGUE POWDER CURE

*This Delicious Baked Ham Was
Prague Cured*



The quality cure and the tasty flavor will
increase your Baked Ham sales.

We insist a "Vein-Pumped ham" is a better ham for
Baking. A 5 to 7 day cure "the PRAGUE POWDER Way."

PRAGUE POWDER is not a Mechanical Mixture. The elements used are fused so as to change the general character of the Nitrites and the Nitrates.

PRAGUE POWDER is a New Curing Element. Warm weather will make you select your choicest cured hams for baking and boiling.

Bake with bone in, or first bone and prepare for oven. In all cases cure your hams with PRAGUE POWDER for a sweeter, moister, better slicing and better flavored Baked Ham.

Learn how to Vein Pump your hams for baking.

**PRAGUE POWDER
is the "short-time cure"**

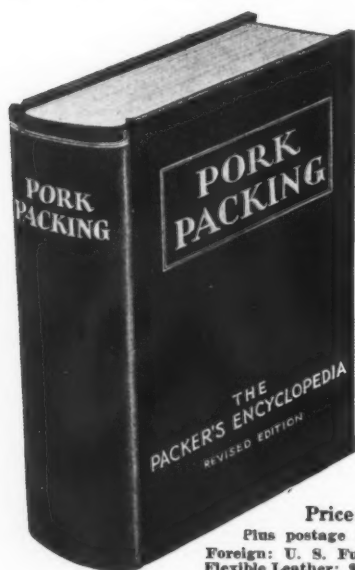
THE GRIFFITH LABORATORIES

1415-25 West 37th Street, Chicago, Illinois

Canadian Factory and Office: 532 Eastern Ave., Toronto, Ont.

MR. PORK PACKER:- Ask Yourself These Questions

Am I getting the highest possible yields from products?
Are all my operations as efficient as they could be?



Price \$6
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This book shows the pork packer how to operate to best advantage. It is a "test book" rather than a "text book." Figuring tests is emphasized and important factors in operation in all departments are discussed.

This book is a *practical* discussion of best methods for getting results, *backed up by test figures*, which every alert pork packer needs and should have.

CHAPTER HEADINGS

- I—Hog Buying
- II—Hog Killing
- III—Handling Fancy Meats
- IV—Chilling and Refrigeration
- V—Pork Cutting
- VI—Pork Trimming
- VII—Hog Cutting Tests
- VIII—Making and Converting Pork Cuts
- IX—Lard Manufacture
- X—Provision Trading Rules
- XI—Curing Pork Meats
- XII—Soaking and Smoking Meats
- XIII—Packing Fancy Meats
- XIV—Sausage and Cooked Meats
- XV—Rendering Inedible Products
- XVI—Labor and Cost Distribution
- XVII—Merchandising

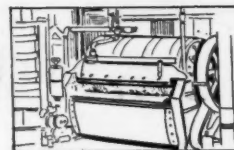
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Provisions and Lard

Weekly Market Review



Trade Fairly Active—Market Firmer—Hog Run Moderate—Hogs Holding Well—Cash Trade Fair—Grain Strength Helpful—Washington Developments Awaited.

Market for hog products backed and filled but gradually worked moderately higher than the previous week. A moderate movement of hogs to market and rather firm hog prices, aided materially, while cash trade appeared to be more or less routine.

A sharp runup in corn, with strength in other feedstuffs, had a stimulating influence on hog products. At times there was buying of futures based on the agitation for removal of processing taxes, but the latter failed to meet administration approval so that little change in that particular direction is now anticipated. However, there was a tendency to closely watch the developments at Washington.

The move to lift the processing taxes from cotton, wheat and meats made rapid progress for a time, but was definitely checked at mid-week when the president stated that agricultural benefits would not be taken out of the work relief funds.

Strength in cotton oil and the sharp advance in butter prices tended to furnish some support to lard. The supply and demand situation in lard and the other fats was attracting most attention of the outside operators.

Hog Prices Up

Movement of meats was not all that might be desired, but trade was of fair volume. Expectations were that meat demand would pick up following Lenten season.

Receipts of hogs at western packing points last week were 263,600 head, compared with 230,400 head the previous week, and 359,500 head the same week last year.

Average price of hogs at Chicago at the outset of the week was 9.10c against 8.95c the previous week, 4c a year ago, 3.55c two years ago and 4c three years ago. Top hogs moved up to 9.30c and held very steadily around that level, compared with 9.25c the previous week.

Average weight of hogs received at Chicago last week was 239 lbs. against 239 lbs. the previous week, 233 lbs. a year ago and 250 lbs. two years ago. Run continues small compared with a year ago.

The government crop report confirmed the private indications for another prospective small winter wheat crop. The government placed the out-

look as of April 1 at 435,000,000 bu. Farm reserves of corn on April 1 were placed at 438,000,000 bu., against 834,000,000 bu. last year. Although the farm use of corn fell off materially from a year ago the farm reserves of corn as of April 1 this year are only about half those at this time a year ago.

PORK—Demand was fair and the market steady at New York. Mess was quoted at \$28.75 per barrel; family, \$26.50 per barrel; fat backs, \$24.50@30.75 per barrel.

LARD—Demand was fair and market steady at New York. Prime western was quoted 11.50@11.60c; middle western, 11.50@11.60c; city tierces, 11c; tubs, 14c; refined Continent, 11½@11½c; South America, 11½@11½c; Brazil kegs, 11½@11½c; compound, carlots domestic, 12¼c; smaller lots, 13c.

At Chicago, regular lard in round lots was quoted at 10c over May; loose lard 17½c over May; leaf lard, 30c over May.

(See page 39 for later markets.)

BEEF—Demand was fairly good at New York and market firm. Mess was nominal; packer, nominal; family, \$20.00@21.00 per barrel; extra India mess, nominal.



HEADS AAA CORN-HOG SECTION.

Gerald B. Thorne, executive assistant and economic advisor to AAA Administrator Chester C. Davis, has been made head of the AAA livestock and grains division, formerly known as the corn-hog section.

MEAT AND LARD EXPORTS

Exports of bacon through port of New York during first four days of current week totaled 197,750 lbs. There were no lard exports during the period.

Lard exports from the United States for the full week ended Apr. 6, 1935, totaled 1,577,735 lbs. against 6,876,183 lbs. for the same week in 1934. For the packer year to date, exports of lard have totaled 67,718,104 lbs. against 178,425,809 lbs. for the 1933-34 period.

Bacon and ham exports for the week ended Apr. 6, 1935, totaled 3,071,800 lbs. against 3,785,150 lbs. for the corresponding week in 1934. For the packer year to date, exports of these products totaled 67,685,400 lbs. against 67,560,850 lbs. for the 1933-34 period.

FEBRUARY EXPORTS OF FATS

Exports of lard, neutral lard and cooking fats other than lard, with countries of destination, are as follows:

| | Lard, lbs. | Other cook- ing fats, lbs. | Neutral lard, lbs. |
|--------------------------|------------|----------------------------|--------------------|
| Belgium | 5,513 | 36 | 38,947 |
| Denmark ..... | ..... | ..... | 43,556 |
| Finland | 13,750 | ..... | ..... |
| Germany | 187,500 | ..... | ..... |
| Italy | 12,400 | ..... | ..... |
| United Kingdom..... | 12,091,264 | 474 | 34,717 |
| Canada | 177,942 | 996 | 430 |
| Guatemala | 132,003 | 4,883 | ..... |
| Nicaragua | 15,572 | 250 | ..... |
| Panama | 68,936 | 8,922 | ..... |
| Mexico | 465,855 | 4,438 | ..... |
| Cuba | 2,370,126 | 14,233 | ..... |
| Dom. Rep. | 50,940 | 189 | ..... |
| Neth. West Indies..... | 29,278 | 4,403 | ..... |
| Haiti, Rep. of..... | 159,305 | ..... | ..... |
| Venezuela | 40,488 | 2,580 | ..... |
| Union of So. Africa..... | 19,950 | ..... | ..... |
| Others | 49,839 | 41,854 | ..... |
| Total | 15,889,951 | 83,028 | 117,350 |

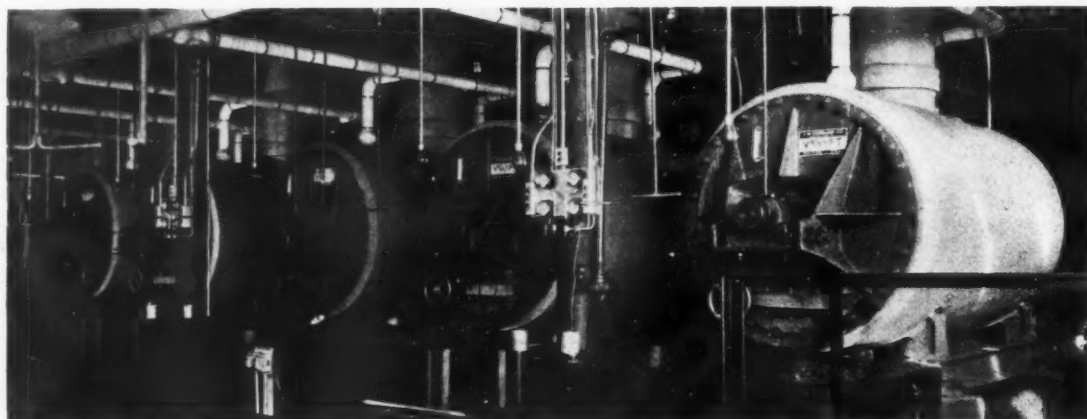
NEW GOVERNMENT CHIEFS

Announcement was made this week of the resignation of Nils A. Olsen as chief of the Bureau of Agricultural Economics of the U. S. Department of Agriculture. He is succeeded by Dr. A. G. Black, formerly of Iowa State Agricultural College, who has been head of the corn-hog section of the AAA, now known as the AAA livestock and grains division. Gerald B. Thorne, executive assistant to Administrator Chester C. Davis, has been made head of the AAA livestock and grains division.

EXPORT NOTES

American packers may send 11,035,920 lbs. of cured pork to Great Britain during May and June as a result of addition of unused portion of January-April quota to normal two months' quota of 8,360,464 lbs.

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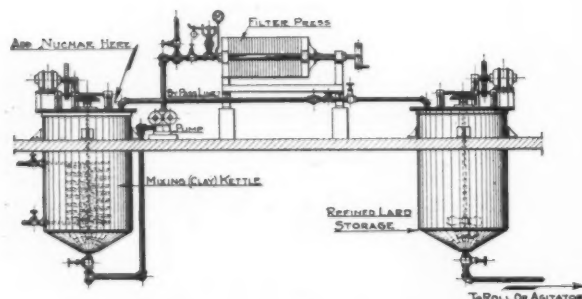
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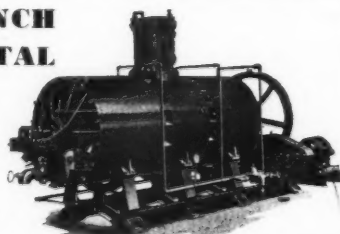


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Hog Cut-Out Losses Increase With Higher Hog Costs

HOG cut-out losses for the first four days of the current week were from 15c to 23c greater than for the corresponding period a week earlier.

Better consumer demand was reflected in slightly better prices for lighter average cuts. What gain was made in product prices, however, was more than offset by higher costs per cwt. of hogs. Again this week it seemed evident that packers are paying more for hogs than consumer demand and product prices justify. Costs during the first four days of the current week

exceeded similar costs of a week earlier by from 14c to 25c per cwt.

Prices of fresh pork have been on the upgrade since April 1. However, light loins are considerably short of the peak reached during the middle of March, when these cuts sold at a high of 25c. Most pork cuts are moving into consumption fairly well with some—spareribs, for example—showing seasonal weakness.

Average price of hogs held fairly steady during the first four days of the current week, a nickel covering the

spread. Quality continues good for the most part. Receipts have increased somewhat.

The following test is worked out on the basis of live hogs and green product prices at Chicago during the first four days of the current week, average costs and credits being used. This test is published solely as a guide and check. Packers who desire to determine how THEIR hogs are cutting out should substitute cost and credit values as determined in THEIR plants for those shown here.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

| | 180-220 lbs. | | | 220-250 lbs. | | | 250-300 lbs. | | |
|-----------------------------------|-------------------|----------------|----------------------|-------------------|----------------|----------------------|-------------------|----------------|----------------------|
| | Per cent live wt. | Price per lb. | Value per cwt. alive | Per cent live wt. | Price per lb. | Value per cwt. alive | Per cent live wt. | Price per lb. | Value per cwt. alive |
| Regular hams..... | 13.90 | 17 1/4 | \$ 2.40 | 13.70 | 17 1/4 | \$ 2.38 | 13.30 | 17 1/4 | \$ 2.33 |
| Picnics..... | 5.50 | 13 1/4 | .73 | 5.30 | 13 1/4 | .70 | 5.00 | 13 1/4 | .66 |
| Boston butts..... | 4.00 | 19 1/4 | .77 | 4.00 | 19 1/4 | .77 | 4.00 | 19 1/4 | .77 |
| Loins (blade in)..... | 9.70 | 20 1/4 | 1.95 | 9.30 | 19 1/4 | 1.79 | 8.80 | 18 | 1.58 |
| Bellies, S. P..... | 11.00 | 19 1/4 | 2.16 | 8.70 | 18 1/4 | 1.63 | 3.50 | 18 1/4 | .66 |
| Bellies, D. S..... | | | | 3.00 | 15 1/4 | .47 | 9.00 | 15 1/4 | 1.41 |
| Fat backs..... | 1.00 | 10 1/4 | .10 | 3.00 | 10 1/4 | .32 | 5.00 | 13 | .65 |
| Plates and jowls..... | 2.50 | 11 1/4 | .29 | 2.50 | 11 1/4 | .29 | 3.30 | 11 1/4 | .38 |
| Raw leaf..... | 2.00 | 12.63 | .25 | 2.10 | 12.63 | .27 | 2.20 | 12.63 | .28 |
| P. S. lard, rend, wt..... | 12.90 | 13.12 1/2 | 1.69 | 12.60 | 13.12 1/2 | 1.65 | 11.20 | 13.12 1/2 | 1.47 |
| Spareribs..... | 1.50 | 11 1/4 | .18 | 1.50 | 11 1/4 | .18 | 1.50 | 11 1/4 | .18 |
| Trimnings..... | 3.00 | 12 | .36 | 2.80 | 12 | .34 | 2.70 | 12 | .32 |
| Feet, tails, neckbones..... | 2.00 | | .09 | 2.00 | | .09 | 2.00 | | .09 |
| Offal and misc..... | | | .36 | | | .36 | | | .36 |
| TOTAL YIELD AND VALUE..... | 69.00 | | \$11.33 | 70.50 | | \$11.24 | 71.50 | | \$11.14 |
| Cost of hogs per cwt..... | | \$ 9.23 | | | \$ 9.18 | | | \$ 9.06 | |
| Condemnation loss..... | | .05 | | | .05 | | | .05 | |
| Handling and overhead..... | | .68 | | | .61 | | | .57 | |
| Processing tax..... | | 2.25 | | | 2.25 | | | 2.25 | |
| TOTAL COST PER CWT..... | | \$12.21 | | | \$12.09 | | | \$11.93 | |
| TOTAL VALUE..... | | 11.33 | | | 11.24 | | | 11.14 | |
| Loss per cwt..... | | \$.88 | | | \$.85 | | | \$.79 | |
| Loss per hog..... | | 1.76 | | | 2.00 | | | 2.17 | |

GERMAN HOG NUMBERS DOWN

Hog numbers in Germany on March 5, at 20,223,000 head, were 8 per cent less than on the same date in 1934, according to the agricultural attache at Berlin. There was a decrease in all hog classes, except in the number of young bred sows of 6 months to 1 year which is 2 per cent above last year or 333,000. The number of hogs of slaughter age was 3,828,000 on March 5, 1935, a decrease of 8 per cent compared with the same date last year. During the 3 months, April, May and June, 1934, slaughter under inspection amounted to 4,321,000 head. A decrease of 10 per cent in sows in farrow as of March 5, 1935, compared with a year ago, combined with a 2 per cent decrease in pigs under 6 months, appears to indicate a

substantial reduction in hog marketing during the last half of 1935 as compared with the same period a year earlier.

HOG WEIGHTS AND COSTS

Average weight and cost of hogs at 10 principal public markets February, 1935:

| | Feb., 1935. | | Jan., 1935. | | Feb., 1934. | |
|---------------------|-------------|---------------|-------------|---------------|-------------|---------------|
| | Wt. Lbs. | Cost Per Cwt. | Wt. Lbs. | Cost Per Cwt. | Wt. Lbs. | Cost Per Cwt. |
| Chicago..... | 227 | \$8.35 | 227 | \$7.70 | 227 | \$4.39 |
| Denver..... | 214.. | 8.07 | 211 | 7.63 | 227 | 4.05 |
| East St. Louis..... | 211 | 8.26 | 211 | 7.62 | 206 | 4.24 |
| Fort Worth..... | 208 | 7.58 | 213 | 7.37 | 215 | 4.29 |
| Kansas City..... | 221 | 8.12 | 213 | 7.63 | 230 | 4.14 |
| Omaha..... | 215 | 7.87 | 206 | 7.44 | 241 | 3.99 |
| Sioux City..... | 217 | 7.88 | 207 | 7.42 | 237 | 4.09 |
| So. St. Joseph..... | 218 | 8.10 | 212 | 7.62 | 237 | 4.07 |
| So. St. Paul..... | 209 | 7.91 | 198 | 7.29 | 212 | 3.95 |
| Wichita..... | 230 | 7.97 | 229 | 7.48 | 218 | 4.04 |

CHOICE CATTLE AT NEW HIGH

Fifteen dollar cattle appeared on the Chicago market on Wednesday, April 10. Two strings of top quality animals brought this price, the highest paid locally since April 23, 1930, when a top of \$15.10 was reached. While the supply of better grade steers and yearlings has showed considerable expansion, choice quality has been scarce and was particularly desired on the day in question. The result was a specialty market which did not reflect the actual situation accurately. While strictly choice quality bulged to a new high, other grades were in less demand. Long-feds were also up, but the general run of fed cattle and yearlings dragged along to close 25c lower. The drop was largely on inbetween grades.



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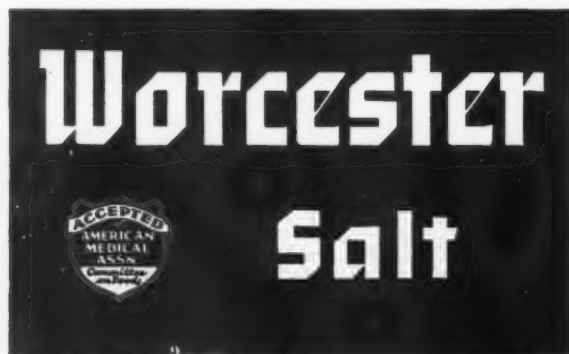
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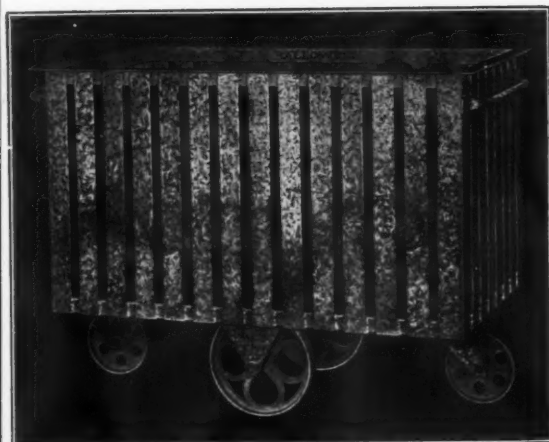
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PORK PRODUCTS EXPORTS

Exports of pork products from the U. S. week ended April 6, 1935:

PORK.

| | Week ended Apr. 6, 1935, bbls. | Week ended Apr. 7, 1935, bbls. | Nov. 1, 1934 to Apr. 6, 1935, bbls. |
|----------------|--------------------------------|--------------------------------|-------------------------------------|
| Total | 37 | 572 | 1,223 |
| United Kingdom | 37 | 491 | 401 |
| Continent | 37 | 491 | 401 |
| West Indies | 37 | 491 | 401 |

BACON AND HAMS.

| | M lbs. | M lbs. | M lbs. |
|-----------------|--------|--------|--------|
| Total | 3,071 | 3,785 | 67,685 |
| United Kingdom | 3,060 | 3,659 | 66,928 |
| Continent | 143 | 1,408 | 832 |
| West Indies | 2 | 48 | 167 |
| Other countries | 3 | 167 | 167 |

LARD.

| | M lbs. | M lbs. | M lbs. |
|-------------------|--------|--------|--------|
| Total | 1,577 | 6,876 | 67,718 |
| United Kingdom | 1,396 | 5,106 | 61,840 |
| Continent | 68 | 1,408 | 3,447 |
| S. and C. America | 113 | 78 | 1,581 |
| West Indies | 113 | 78 | 1,581 |
| B. N. A. Colonies | 12 | 12 | 12 |
| Other countries | 2 | 2 | 2 |

TOTAL EXPORTS BY PORTS.

| From | Pork. | Bacon and Hams. | Lard. |
|----------------------|-------|-----------------|--------|
| New York | 37 | 882 | 441 |
| New Orleans | 112 | 112 | 112 |
| St. John, N. B. West | 1,942 | 943 | 943 |
| Halifax | 247 | 81 | 81 |
| Total week | 37 | 3,071 | 1,577 |
| Previous week | 12 | 2,938 | 1,164 |
| 2 weeks ago | 25 | 3,507 | 2,526 |
| Cor. week 1934 | 3,785 | 6,876 | 67,718 |

SUMMARY NOV. 1, 1934, to APRIL 6, 1935.

| | 1934 to 1935, 1935. | 1934. | Increase. | Decrease. |
|------------------------|---------------------|---------|-----------|-----------|
| Pork, M lbs. | 244 | 378 | 134 | 134 |
| Bacon and hams, M lbs. | 67,685 | 67,560 | 124 | 124 |
| Lard, M lbs. | 67,718 | 178,425 | 110,707 | 110,707 |

MEAT IMPORTS AT NEW YORK

Principal meat imports at New York for the week ended April 6, 1935:

| Point of Origin. | Commodity. | Amount. |
|--------------------------------------|--------------|---------|
| Argentina—Canned corned beef | 510,000 lbs. | 510,000 |
| Argentina—Edible tallow | 590,479 lbs. | 590,479 |
| Australia—Edible tallow | 67,331 lbs. | 67,331 |
| Brazil—Canned corned beef | 410,256 lbs. | 410,256 |
| Canada—Sausage | 285 lbs. | 285 |
| Canada—Bacon | 2,298 lbs. | 2,298 |
| Canada—908 quarters of frozen beef | 56,173 lbs. | 56,173 |
| Canada—Frozen pork butts | 114 lbs. | 114 |
| Canada—Fresh calf livers | 2,760 lbs. | 2,760 |
| Canada—Fresh pork tenderloins | 1,220 lbs. | 1,220 |
| Canada—124 pieces chilled beef | 11,687 lbs. | 11,687 |
| England—Smoked bacon | 6,200 lbs. | 6,200 |
| England—Meat paste | 210 lbs. | 210 |
| Germany—Sausage | 3,042 lbs. | 3,042 |
| Germany—Bouillon | 3,125 lbs. | 3,125 |
| Germany—Powdered gravy | 2,016 lbs. | 2,016 |
| Germany—Smoked ham | 2,874 lbs. | 2,874 |
| Holland—Liverpaste | 1,405 lbs. | 1,405 |
| Holland—Smoked sausage | 6,182 lbs. | 6,182 |
| Italy—Salam | 5,821 lbs. | 5,821 |
| Italy—Smoked ham | 175 lbs. | 175 |
| New Zealand—400 quarters frozen beef | 74,351 lbs. | 74,351 |
| New Zealand—Edible tallow | 86,932 lbs. | 86,932 |
| Norway—Meat cakes | 880 lbs. | 880 |
| Poland—Smoked bacon | 6,600 lbs. | 6,600 |
| Poland—Cooked ham | 62,917 lbs. | 62,917 |
| Switzerland—Bouillon cubes | 4,351 lbs. | 4,351 |
| Uruguay—Canned corned beef | 171,000 lbs. | 171,000 |
| Uruguay—Canned roast beef | 18,000 lbs. | 18,000 |

PHILADELPHIA MEAT SUPPLIES

Receipts of Western dressed meats and local slaughter for week April 6:

| | Week ended April 6, 1935. | Prev. week. | Cor. week, 1934. |
|--------------------|---------------------------|-------------|------------------|
| West. drsd. meats: | | | |
| Steers, carcasses | 1,531 | 1,654 | 2,159 |
| Cows, carcasses | 1,230 | 1,312 | 1,937 |
| Bulls, carcasses | 246 | 307 | 210 |
| Veals, carcasses | 1,786 | 1,682 | 2,292 |
| Lambs, carcasses | 13,869 | 11,506 | 10,543 |
| Mutton, carcasses | 393 | 659 | 238 |
| Pork, lbs. | 367,992 | 505,484 | 381,337 |
| Local slaughters: | | | |
| Cattle | 2,138 | 2,062 | 1,515 |
| Calves | 5,294 | 3,348 | 3,205 |
| Hogs | 12,274 | 10,818 | 15,967 |
| Sheep | 5,213 | 6,428 | 4,443 |

CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, APRIL 6, 1935.

| | Open. | High. | Low. | Close. |
|-------|--------|-------|--------|---------|
| LARD— | | | | |
| May | 12.80 | 12.85 | 12.77½ | 12.85b |
| July | 12.72½ | 12.80 | 12.72½ | 12.80b |
| Sept. | 12.72½ | 12.85 | 12.72½ | 12.85ax |

| | | | | |
|----------------|--------|--------|--------|----------|
| CLEAR BELLIES— | | | | |
| May | 16.62½ | 16.62½ | 16.62½ | 16.62½ax |
| July | 16.67½ | 16.67½ | 16.67½ | 16.67½n |
| Sept. | 16.67½ | 16.67½ | 16.67½ | 16.67½n |

MONDAY, APRIL 8, 1935.

| | | | | |
|-------|--------|--------|--------|---------|
| LARD— | | | | |
| May | 12.85 | 12.90 | 12.82½ | 12.82½b |
| July | 12.77½ | 12.87½ | 12.77½ | 12.85b |
| Sept. | 12.77½ | 12.90 | 12.77½ | 12.87½b |

| | | | | |
|----------------|--------|--------|--------|---------|
| CLEAR BELLIES— | | | | |
| May | 16.62½ | 16.62½ | 16.62½ | 16.62½n |
| July | 16.67½ | 16.67½ | 16.67½ | 16.67½n |
| Sept. | 16.67½ | 16.67½ | 16.67½ | 16.67½n |

TUESDAY, APRIL 9, 1935.

| | | | | |
|-------|--------|--------|-------|----------|
| LARD— | | | | |
| May | 12.77½ | 12.80 | 12.75 | 12.80b |
| July | 12.80 | 12.82½ | 12.75 | 12.82½b |
| Sept. | 12.85 | 12.87½ | 12.80 | 12.87½ax |

| | | | | |
|----------------|--------|--------|--------|---------|
| CLEAR BELLIES— | | | | |
| May | 16.62½ | 16.62½ | 16.60 | 16.60b |
| July | 16.67½ | 16.67½ | 16.67½ | 16.67½b |
| Sept. | 16.67½ | 16.67½ | 16.67½ | 16.67½b |

WEDNESDAY, APRIL 10, 1935.

| | | | | |
|-------|-----------|--------|--------|---------|
| LARD— | | | | |
| May | 12.90-95 | 12.95 | 12.90 | 12.90b |
| July | 12.92½-95 | 12.97½ | 12.90 | 12.95ax |
| Sept. | 12.95-92½ | 13.02½ | 12.92½ | 13.00ax |

| | | | | |
|----------------|--------|--------|--------|---------|
| CLEAR BELLIES— | | | | |
| May | 16.62½ | 16.62½ | 16.62½ | 16.62½b |
| July | 16.67½ | 16.67½ | 16.67½ | 16.67½b |
| Sept. | 16.67½ | 16.67½ | 16.67½ | 16.67½b |

THURSDAY, APRIL 11, 1935.

| | | | | |
|-------|-----------|--------|--------|---------|
| LARD— | | | | |
| May | 13.10-15 | 13.15 | 12.90 | 12.97½b |
| July | 13.15-20 | 13.20 | 12.92½ | 13.02½ |
| Sept. | 13.15-22½ | 13.22½ | 13.00 | 13.07½b |

| | | | | |
|----------------|-------|--------|-------|----------|
| CLEAR BELLIES— | | | | |
| May | 16.75 | 16.80 | 16.75 | 16.77½ax |
| July | 16.75 | 16.87½ | 16.75 | 16.77½ax |
| Sept. | 16.75 | 16.85b | 16.75 | 16.85b |

FRIDAY, APRIL 12, 1935.

| | | | | |
|-------|-----------|--------|--------|----------|
| LARD— | | | | |
| May | 12.80 | 12.92½ | 12.80 | 12.92½b |
| July | 12.90 | 13.02½ | 12.87½ | 13.02½ax |
| Sept. | 12.92½-90 | 13.03 | 12.90 | 13.02½b |

| | | | | |
|----------------|-------|---------|-------|---------|
| CLEAR BELLIES— | | | | |
| May | 16.70 | 16.70 | 16.70 | 16.70 |
| July | 16.70 | 16.77½n | 16.70 | 16.77½n |
| Sept. | 16.70 | 16.85n | 16.70 | 16.85n |

Key: ax, asked; b, bid; n, nom.; —, split.

NEW YORK MEAT SUPPLIES

Receipts of Western dressed meats and local slaughters at New York, week April 6:

| | Week ended April 6, 1935. | Prev. week. | Cor. week, 1934. |
|--------------------|---------------------------|-------------|------------------|
| West. drsd. meats: | | | |
| Steers, carcasses | 6,589 | 5,822 | 7,980½ |
| Cows, carcasses | 558 | 709 | 600 |
| Bulls, carcasses | 273 | 220½ | 248 |
| Veals, carcasses | 13,641 | 9,525 | 11,587 |
| Lambs, carcasses | 38,065 | 30,912 | 31,612 |
| Mutton, carcasses | 1,212 | 1,541 | 1,213 |
| Beef cuts, lbs. | 488,419 | 446,254 | 425,394 |
| Pork cuts, lbs. | 1,489,526 | 1,471,350 | 2,459,585 |
| Local slaughters: | | | |
| Cattle | 7,800 | 7,801 | 8,149 |
| Calves | 14,902 | 14,069 | 14,814 |
| Hogs | 35,486 | 30,755 | 38,867 |
| Sheep | 58,694 | 59,625 | 50,197 |

Careless work in hog scalding costs money. Read chapter 2 of "PORK PACKING," The National Provisioner's latest book.

CASH PRICES

Based on actual carlot trading Thursday, April 11, 1935.

REGULAR HAMS.

| | Green. | *S. P. |
|-------------|--------|--------|
| 8-10 | 17½ | 16½ |
| 10-12 | 17½ | 16½ |
| 12-14 | 17½ | 16½ |
| 14-16 | 17½ | 16½ |
| 16-18 range | 17½ | 16½ |

BOILING HAMS.

| | Green. | *S. P. |
|-------------|--------|--------|
| 16-18 | 17½ | 17 |
| 18-20 | 17½ | 17 |
| 20-22 | 17½ | 17 |
| 16-22 range | 17½ | 17 |

SKINNED HAMS.

| | Green. | *S. P. |
|-------|--------|--------|
| 10-12 | 18½ | 17½ |
| 12-14 | 18½ | 17½ |
| 14-16 | 18½ | 17½ |
| 16-18 | 18½ | 17½ |
| 18-20 | 18½ | 17½ |
| 20-22 | 18½ | 17½ |
| 22-24 | 18½ | 17½ |
| 24-26 | 18½ | 17½ |
| 26-28 | 18½ | 17½ |
| 30-35 | 18½ | 17½ |

PICNICS.

| | Green. | *S. P. |
|-------|--------|--------|
| 4-6 | 13½ | 13½ |
| 6-8 | 13½ | 13½ |
| 8-10 | 13½ | 13½ |
| 10-12 | 13½ | 13½ |
| 12-14 | 13½ | 13½ |

Short shank ½c over.

BELLIES.

(Square cut seedless.)
(S. P. ¼c under D. O.)

| | Green. | *D. C. |
|-------|--------|--------|
| 6-8 | 20½ | 20½ |
| 8-10 | 20½ | 20½ |
| 10-12 | 20½ | 20½ |
| 12-14 | 20½ | 20½ |
| 14-16 | 20½ | 20½ |
| 16-18 | 20½ | 20½ |

*Quotations represent No. 1 new cure.

D. S. BELLIES.

| | Clear. | Rib. |
|-------|--------|------|
| 14-16 | 16½ | 16½ |
| 16-18 | 16½ | 16½ |
| 18-20 | 16½ | 16½ |
| 20-22 | 16½ | 16½ |
| 22-24 | 16½ | 16½ |
| 24-26 | 16½ | 16½ |
| 26-28 | 16½ | 16½ |
| 30-35 | 16½ | 16½ |

D. S. FAT BACKS.

| | 11½ | 12½ | 13½ | 14½ | 15½ |
|-------|-----|-----|-----|-----|-----|
| 6-8 | 11½ | 12½ | 13½ | 14½ | 15½ |
| 8-10 | 11½ | 12½ | 13½ | 14½ | 15½ |
| 10-12 | 11½ | 12½ | 13½ | 14½ | 15½ |
| 12-14 | 11½ | 12½ | 13½ | 14½ | 15½ |
| 14-16 | 11½ | 12½ | 13½ | 14½ | 15½ |
| 16-18 | 11½ | 12½ | 13½ | 14½ | 15½ |
| 18-20 | 11½ | 12½ | 13½ | 14½ | 15½ |
| 20-25 | 11½ | 12½ | 13½ | 14½ | 15½ |

OTHER D. S. MEATS.

| | | |
|--------------------|-------|------|
| Extra Short Clears | 35-45 | 16½n |
| Extra Short Ribs | 35-45 | 16½n |
| Regular Plates | 6-8 | 13½ |
| Clear Plates | 4-6 | 11½ |
| Jowl Butts | 12½ | 12½ |
| Green Square Jowls | 14½ | 14½ |
| Green Rough Jowls | 12½ | 12½ |

LARD.

| | |
|------------------------------|----------|
| Prime Steam, cash | 12.97½b |
| Prime Steam, loose | 13.00ax |
| Refined, boxed, N. Y.—Export | unquoted |
| Neutral, in tierces | 14.87½ |
| Raw Leaf | 13.12½n |

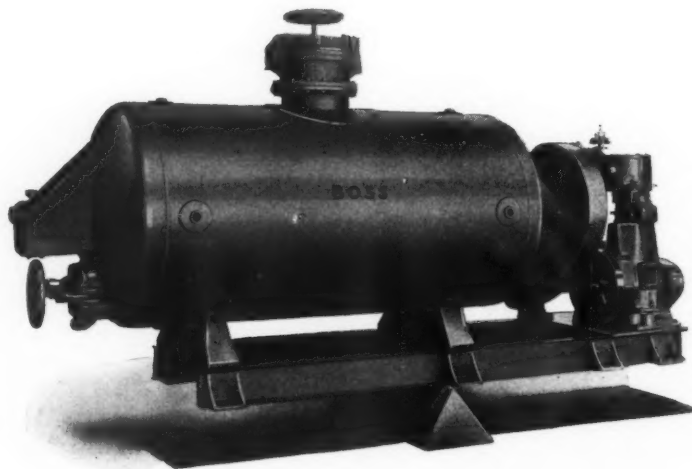
BOSTON MEAT SUPPLIES

Receipts of Western dressed meats at Boston, week ended April 6, 1935:

| | Week ended April 6, 1935. | Prev. week. | Cor. week, 1934. |
|--------------------|---------------------------|-------------|------------------|
| West. drsd. meats: | | | |
| Steers, carcasses | 1,890 | 2,019 | 2,826 |
| Cows, carcasses | 1,512 | 1,005 | 1,451 |
| Bulls, carcasses | 27 | 25 | 19 |
| Veals, carcasses | 608 | 665 | 533 |
| Lambs, carcasses | 18,834 | 15,425 | 14,108 |
| Mutton, carcasses | 515 | 992 | 590 |
| Pork, lbs. | 241,179 | 230,101 | 218,202 |

“BOSS”
BALANCED-POWER COOKERS
FACILITATE
AUTOMATIC CONTROL

PATENT APPLIED FOR



The new No. 110-BD “BOSS” COOKERS are now available in 4,000, 6,000, 8,000 and 10,000 lbs. capacities.

It is no longer necessary to sample the product being rendered or to rely upon the human element.

The new “BOSS” Automatic Control shuts the cooker off just as soon as the moisture content of the cracklings reaches 6 to 8%, at which point maximum extraction is obtained and the grease or tallow is in prime condition.

The ideal system for Edible and Inedible rendering



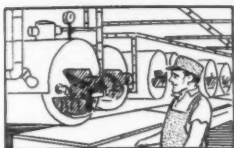
The Cincinnati Butchers' Supply Corporation

3907-11 S. Halsted St.
Chicago, Illinois

*Mfr. “BOSS” Machines for Killing,
Sausage Making, Rendering*

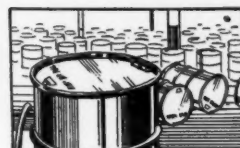
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Cincinnati, Ohio





Tallows and Greases

Weekly Market Review



TALLOW — A moderate volume of trade and a steady tone ruled tallow market at New York the past week. Volume of business was estimated at around 500,000 lbs. Reports indicated that there had been a fair trade in South American tallow here during week. Extra New York was quoted at 6½c f.o.b. and undertone was very steady.

South American No. 1, sold at New York at 5½c c.i.f., and subsequently was quoted at 5.9c to 6c c.i.f.

At New York, special was quoted at 6½c; extra, 6½c f.o.b.; edible, 9½c f.o.b.

At Chicago, tallow market was rather dull, and prices were easier. Edible was quoted at 7½c; fancy, 7½c; prime packer, 7@7½c; special, 6½@6¾c; No. 1, 6½c.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow, April-May shipment, was off 6d for week at 26s 3d. Australian good mixed, April-May shipment Liverpool, was unchanged at 26s 9d.

STEARINE — Market was rather quiet and steady at New York. Oleo was quoted at 10½@11c plant. At Chicago, market was rather quiet and about steady, with oleo quoted at 10¼@10½c.

OLEO OIL — Demand was rather quiet at New York, and market was slightly easier. Extra was quoted at 13¼@13½c; prime, 12½@13c; lower grades, 12½@12¾c. At Chicago, interest was routine, but the market very steady. Extra was held at 13c.

(See page 39 for later markets.)

LARD OIL—Trade was routine and market steady at New York. No. 1 was quoted at 10½c; No. 2, 10¼c; extra, 11½c; extra No. 1, 11c; prime, 16½c; winter strained, 11½c.

NEATSFOT OIL—Trade was moderate and market unchanged at New York. Cold pressed was quoted at 16½c; extra, 11¼c; extra No. 1, 11c; pure, 11½c.

GREASES—A slightly easier trend featured grease market at New York the past week. House grease sold at 6½c f.o.b. At New York, yellow and house were quoted at 6½@6¾c; A white, 7½c; B white, 7½c; choice white, 8½@9c.

At Chicago, choice white grease appeared firm, with a good inquiry. At Chicago, brown was quoted at 6c; yellow, 6¼@6¾c; B white, 7c; A white, 7½c; choice white, all hog, 7½c.

Watch "Wanted Page" for bargains.

BY-PRODUCTS MARKETS

Chicago, April 11, 1935.

Blood.

Market for unground quoted nominally \$2.75@3.00.

| | Unit | Ammonia. |
|----------|-------|-------------|
| Ground | | \$2.80@3.05 |
| Unground | | 2.75@3.00 |

Digester Feed Tankage Materials

Market dull; prices steady.

| | Unit | Ammonia. |
|-------------------------------|-------|-------------|
| Unground, 10 to 12% ammonia.. | | @2.50 & 10c |
| Unground, 8 to 10% | | @2.25 & 10c |
| Liquid stick | | @2.25 |

Dry Rendered Tankage

Demand continues spotty; prices about unchanged.

| | | |
|---|-------|--------------|
| Hard pressed and exp. unground per unit protein ..... | ..... | \$.55 @ .57½ |
| Soft prod. pork, ac. grease & quality, ton ..... | ..... | @50.00 |
| Soft prod. beef, ac. grease & quality, ton ..... | ..... | @40.00 |

Packinghouse Feeds.

This market steady with last week.

| | Unit | Ammonia. |
|--|-------|----------|
| Digester tankage meat meal 60% | | @45.00 |
| Meat and bone scraps, 50% | | @40.00 |
| Steam bone meal, 65%, special feeding, per ton | | @30.00 |
| Raw bone meal for feeding | | @30.00 |

Fertilizer Materials.

Market nominal at \$2.40@2.50 & 10c.

| | | |
|--|-------|-------------------|
| High grd. tankage, ground, 10@12% am. .... | ..... | \$2.40@2.50 & 10c |
| Bone tankage, ungrd., low gd., per ton ..... | ..... | @15.00 |
| Hoof meal ..... | ..... | @2.50 |

Horns, Bones and Hoofs.

Little change; prices largely nominal.

| | | |
|---------------------------------|-------|---------------|
| Horns, according to grade ..... | ..... | \$50.00@60.00 |
| Mfg. shin bones ..... | ..... | 45.00@75.00 |
| Cattle hoofs ..... | ..... | 25.00@27.00 |
| Junk bones ..... | ..... | @16.00 |

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Bone Meals (Fertilizer Grades.)

Market somewhat stronger.

| | | |
|-------------------------------|-------|---------------|
| Steam, ground, 3 & 50 ..... | ..... | \$18.50@19.00 |
| Steam, unground, 3 & 50 ..... | ..... | 17.00@17.50 |

Gelatine and Glue Stocks.

Prices continue largely nominal.

| | | |
|--|-------|--------|
| Calf stock ..... | ..... | @21.00 |
| Sinews, plizles ..... | ..... | @12.00 |
| Horn piths ..... | ..... | @16.00 |
| Cattle jaws, skulls and knuckles ..... | ..... | @20.00 |
| Hide trimmings (new style) ..... | ..... | @7.00 |
| Hide trimmings (old style) ..... | ..... | @10.00 |
| Pig skin scraps and trim, per lb. .... | ..... | 5½@5¾c |

Animal Hair.

Market nominal.

| | | |
|--|-------|-------|
| Summer coll and field dried ..... | ..... | @1 c |
| Winter coll dried ..... | ..... | @2½c |
| Processed, black, winter, per lb. .... | ..... | @6½c |
| Processed, grey, winter, per lb. .... | ..... | @4½c |
| Cattle switches, each ..... | ..... | 1½@2c |

*According to count.

LARD AND GREASE EXPORTS

Exports of lard from New York City, Apr. 1, 1935, to Apr. 10, 1935, totaled 441,135 lbs.; tallows, 2,000 lbs.; greases, none; stearine, 75,600 lbs.

INEDIBLE FAT EXPORTS

Exports of inedible fats from the United States during February, 1935:

| | Tallow, lbs. | Other animal greases and fat, lbs. | Neats-foot oil, lbs. |
|----------------------|--------------|------------------------------------|----------------------|
| France | 29,990 | 18,733 | 23,636 |
| Germany | 441,705 | 2,575 | 10,586 |
| Netherlands | 492,391 | 2,347 | 2,767 |
| Sweden | 980,265 | 48,000 | 40 |
| United Kingdom | 12,946 | 239,607 | 405 |
| Canada | 43,801 | 43,801 | ..... |
| Honduras | 42,392 | 25,044 | 397 |
| Cuba | 64,519 | 16,302 | 17,903 |
| Dom. Rep. of ..... | ..... | ..... | ..... |
| Haiti, Rep. of ..... | ..... | ..... | ..... |
| Colombia ..... | ..... | ..... | ..... |
| British India ..... | ..... | ..... | ..... |
| Others ..... | ..... | ..... | ..... |
| Total | 2,436,762 | 79,379 | ..... |

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates.

| | | |
|--|-------|------------|
| Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: April to June, 1935, inclusive ..... | ..... | @24.00 |
| Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York ..... | ..... | nominal |
| Blood dried, 16% per unit ..... | ..... | @3.25 |
| Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory ..... | ..... | nominal |
| Fish meal, foreign, 11¼% ammonia, 10% B. P. L., c.i.f. .... | ..... | @33.00 |
| Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories ..... | ..... | 2.25 & 50c |
| Soda nitrate, per net ton; bulk, April to June, 1935, inclusive ..... | ..... | @23.50 |
| In 200-lb. bags ..... | ..... | @24.50 |
| In 100-lb. bags ..... | ..... | @25.50 |
| Tankage, ground, 10% ammonia, 15% B. P. L. bulk ..... | ..... | 2.60 & 10c |
| Tankage, unground, 10-12% ammonia, 15% B. P. L., bulk ..... | ..... | 2.40 & 10c |

Phosphates.

| | | |
|---|-------|--------|
| Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f. .... | ..... | @22.50 |
| Bone meal, raw, 4½ and 50 bags, per ton, c.i.f. .... | ..... | @25.00 |
| Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat ..... | ..... | @8.50 |

Potash Salts.

| | | |
|--|-------|--------|
| Manure salt, 30% bulk, per ton ..... | ..... | @12.90 |
| Kalmit, 14% bulk, per ton ..... | ..... | @8.50 |
| Muriate in bulk, per ton, 40c unit K2O ..... | ..... | @35.00 |
| Sulphate in bags, per ton ..... | ..... | @35.00 |
| Shipment April, 1935 ..... | ..... | ..... |

Dry Rendered Tankage.

| | | |
|--------------------|-------|-------|
| 50% unground ..... | ..... | @.55 |
| 60% ground ..... | ..... | @.57½ |

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, April 10, 1935.

Ground tankage has been selling at \$2.60 and 10c f.o.b. local shipping points. No sales have been made of unground tankage and stocks of both ground and unground tankage are very light.

No recent sales of local dried blood have been made as buyers, wherever possible, have substituted other materials on account of price.

South American is quoted at \$2.80 per unit of ammonia c.i.f. Atlantic ports for April. May shipment from South

America with no particular buying interest.

Spot lots of Japanese sardine meal have been selling from \$32.50@34.50 ex-dock North Atlantic ports and stocks are now pretty well cleaned up.

WEEKLY WOOL REPORT

A fair volume of a few lines of wool is moving. The volume of sale is on average to short firm territory and short Texas wools. Good French combing 64's and finer territory wools are 60@61c scoured basis. Average French combing bring 67@69c, while French combing and clothing sells at 55@57c for original bag lines. Fall Texas wools move readily at around 50c, scoured basis and at 54@56c for graded lines. The week's quotations follow:

| Domestic Fleeces, grease basis— | |
|---------------------------------------|-----------|
| Ohio & Penn., fine clothing..... | 20@21 |
| Ohio & Penn., fine delaine..... | 26@27 |
| Ohio & Penn., 1/2-blood com'r..... | 27@27 1/2 |
| Ohio & Penn., 1/2-blood clothing..... | 21@22 |
| Ohio & Penn., 3/4 combing..... | 26@26 1/2 |
| Ohio & Penn., 3/4 combing..... | 23@23 1/2 |
| Ohio & Penn., 1/4 clothing..... | 21@22 |
| Low, 1/4 combing..... | 20@21 |
| Territory, clean basis— | |
| Fine staple..... | 65@67 |
| Fine, French, combing..... | 61@63 |
| Fine, fine medium, clothing..... | 58@60 |
| 1/2-blood, staple..... | 63@65 |
| 3/4-blood, staple..... | 56@57 |
| 1/2-blood, staple..... | 50@52 |
| Low, 1/4-blood..... | 40@42 |
| Texas, clean basis— | |
| Choice, 12 months..... | 65@67 |
| Average, 12 months..... | 60@62 |
| Fine 8 months..... | 53@55 |
| Fall..... | 48@50 |

KINDS OF LIVESTOCK KILLED

Classification of livestock slaughtered in the United States during January:

| | Cattle | | Hogs | | Sheep and lambs | |
|-------|---------|-------------------|------------------|---------|-----------------|--------------------|
| | Steers. | Cows and heifers. | Bulls and stags. | Harrow. | Sows. | Stags and heifers. |
| Jan., | | | | | | |
| 1935 | 45.28 | 51.42 | 3.30 | 50.62 | 48.69 | .69 94.06 5.34 |
| Av., | | | | | | |
| 1934 | 47.89 | 48.67 | 3.44 | 46.58 | 52.79 | .63 95.17 4.83 |

VEGETABLE OIL IMPORTS LOW

Imports of vegetable oils and oil materials into the United States during the eight months, July through February, 1935, were about 17 per cent less than the ten year average. Of the various oils, the greatest decline in imports, as compared with the average, has been shown by palm kernel, soybean, linseed and edible olive oil. There have been much larger than average imports of peanut, rapeseed and tung oil.

HULL OIL MARKETS

Hull, England, Apr. 10, 1935. — (By Cable.)—Refined cottonseed oil, 27s 6d; Egyptian crude cottonseed oil, 24s.

DAIRIES FEAR MARGARINE TAX

Margarine manufacturers are interested in the turn of events caused by the proposed increase in margarine tax from 6c to 15c in Wisconsin. Dairy interests in the state, fearing that the proposed increase may result in retaliatory steps against them, have joined the margarine forces and are strongly opposing the Cashman measure, introduced in the 1935 legislature by Senator Cashman to protect Wisconsin butter by increasing the tax on margarine. A recent survey showed an astounding increase in the consumption of margarine in the state, due to high prices of butter.

MEMPHIS PRODUCTS MARKETS

(Special Report to The National Provisioner.)

Memphis, Tenn., April 10, 1935.

The cottonseed meal market again advanced in sympathy with the strong grain markets. Early sales on cottonseed meal were May at \$30.00 and July at \$29.50. October cottonseed meal sold early at \$28.50 and advanced as high as \$28.70. However at the close \$28.50 was the best bid with the October option offered at \$28.60. The cottonseed meal market closed steady, prices being from 20c to 50c per ton higher.

The cotton seed market was quiet with closing prices being 50c per ton over the previous close.

Refining Edible Oils

Up-to-date practices in refining edible oils and their manufacture into shortening and salad dressings have resulted in product of superior keeping quality, fine flavor, good color and desirable consistency.

This is due to improvement in neutralizing oils, resulting in more complete deodorization and better decolorizing and clarifying. Improved manufacturing equipment has been introduced and great strides have been made in packaging the product for maximum consumer acceptance.

These up-to-date methods, as well as some of the older practices still in use, are described in a series of articles which have appeared in THE NATIONAL PROVISIONER. Copies of these reprints are available at 75c. To secure them, send the following coupon with remittance:

THE NATIONAL PROVISIONER
Old Colony Bldg., Chicago, Ill.
Please send copy of reprint on oil refining and manufacture.
Name.....
Street.....
City.....State.....
(Enclosed find 75c in stamps.)

COTTON OIL TRADING

COTTONSEED OIL — Store oil demand at New York was fair and market firmer with futures. Crude oil was quoted 9 1/4 @ 9 1/2 c across the Belt.

Market transactions at New York:

Friday, April 5, 1935.

—Range—Closing—
Sales. High. Low. Bid. Asked.

| | | | | | |
|-------------|----|------|------|------|---------|
| Spot | | | | | a |
| April | | | | 1035 | a Bid |
| May | | | | 1043 | a 1048 |
| June | | | | 1045 | a 1060 |
| July | 15 | 1067 | 1056 | 1062 | a 1066 |
| Aug. | | | | 1058 | a 1068 |
| Sept. | 22 | 1067 | 1056 | 1064 | a 65tr |
| Oct. | 20 | 1040 | 1033 | 1038 | a trad |
| Nov. | | | | 1032 | a 1045 |

Sales, 57 contracts; crudes 9 1/4 c nominal.

Saturday, April 6, 1935.

| | | | | | |
|-------------|---|------|------|------|---------|
| Spot | | | | | a |
| April | | | | 1035 | a Bid |
| May | | | | 1047 | a 1054 |
| June | | | | 1050 | a 1070 |
| July | | | | 1065 | a 1068 |
| Aug. | | | | 1063 | a 1073 |
| Sept. | 4 | 1070 | 1064 | 1066 | a 1068 |
| Oct. | 7 | 1048 | 1041 | 1048 | a trad |
| Nov. | | | | 1040 | a 1055 |

Sales, 11 contracts; crudes 9 1/4 c nominal.

Monday, April 8, 1935.

| | | | | | |
|-------------|----|------|------|------|---------|
| Spot | | | | | a |
| April | | | | 1035 | a Bid |
| May | 7 | 1052 | 1052 | 1049 | a 1055 |
| June | | | | 1050 | a 1070 |
| July | 30 | 1075 | 1063 | 1067 | a 1070 |
| Aug. | | | | 1063 | a 1073 |
| Sept. | 9 | 1075 | 1065 | 1069 | a 1072 |
| Oct. | 13 | 1049 | 1036 | 1043 | a 1045 |
| Nov. | | | | 1040 | a 1055 |

Sales, 59 contracts; crudes, 9 1/4 @ 9 1/2 c.

Tuesday, April 9, 1935.

| | | | | | |
|-------------|----|------|------|------|---------|
| Spot | | | | | a |
| April | | | | 1045 | a Bid |
| May | 5 | 1049 | 1049 | 1055 | a 1058 |
| June | | | | 1058 | a 1068 |
| July | 19 | 1072 | 1060 | 1070 | a 1075 |
| Aug. | | | | 1066 | a 1076 |
| Sept. | 10 | 1074 | 1065 | 1073 | a 1075 |
| Oct. | 9 | 1052 | 1038 | 1050 | a 1052 |
| Nov. | | | | 1046 | a 1060 |

Sales, 43 contracts; crudes, 9 1/4 @ 9 1/2 c.

Wednesday, April 10, 1935.

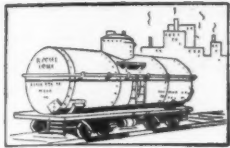
| | | | | | |
|-------------|----|------|------|------|---------|
| Spot | | | | | a |
| April | | | | 1055 | a Bid |
| May | 7 | 1076 | 1065 | 1065 | a 1069 |
| June | | | | 1068 | a 1088 |
| July | 38 | 1092 | 1080 | 1085 | a 1088 |
| Aug. | | | | 1082 | a 1092 |
| Sept. | 36 | 1094 | 1081 | 1088 | a 89tr |
| Oct. | 30 | 1070 | 1058 | 1067 | a trad |
| Nov. | | | | 1055 | a 1075 |

Sales, 111 contracts; crudes, 9 1/4 @ 9 1/2 c.

Thursday, April 11, 1935.

| | | | | |
|------------|------|------|------|--------|
| May | 1071 | 1062 | 1067 | a 1069 |
| July | 1100 | 1081 | 1086 | a 1088 |
| Sept. | 1101 | 1081 | 1087 | a 1086 |
| Oct. | 1079 | 1070 | 1066 | a 1068 |

(See page 39 for later markets.)



Vegetable Oils

Weekly Market Review



Trade Fairly Active—Market Firm—
Outside Price Movement
Dominant—Cash Trade Routine
Crude Holding—Weather
Mostly Favorable—Oil Trade
Awaiting Statistical Report.

Operations in cottonseed oil market the past week were not as large as of late, but daily turnover continued on a goodly scale. As a result trade was mixed. Undertone was firm, however, and oil prices averaged somewhat better than previous week. The upward movement in grains and renewed strength in butter aided the market. Cash trade was routine, and trade was showing a disposition to await the March statistical report.

At no time was there any material pressure on the market. The fact that contracts were not plentiful was apparent at times, when brokers were forced to bid prices up to fill moderate size orders. On the other hand, there were times when support appeared to be lacking, but on the breaks, the selling was absorbed by commission house resting orders which discouraged ring operators from playing for a decline.

The ease with which the market recovered was again traceable to the fact that actual oil is firmly held, and that stocks are on the decrease. A continued moderate hog run indicates comparatively light hog production, while advance in butter was traceable to small prevailing stocks. The evidence was that edible fat demand continues fairly good, and that from a supply and demand standpoint, the longs have the better of the argument.

Crude Oil Featureless

It is a known fact that cotton oil stocks will continue to decrease until new crop starts to move. It will be difficult to materially enlarge the lard

stocks without a decided pick-up in hog run. The season of the year is approaching when butter production should enlarge, but in meantime butter substitutes as a result of high butter prices continue to experience a good trade.

Crude oil markets were rather featureless during the week with prices quoted at $9\frac{1}{4}$ @ $9\frac{1}{2}$ c across the belt. Markets were aided at times by a drive to remove processing tax and to pay the benefits out of the works relief funds. President Roosevelt definitely checked this move.

SOUTHERN MARKETS

NEW ORLEANS

(Special Wire to The National Provisioner.)

New Orleans, La., Apr. 11, 1935.—Cotton oil futures advanced during past week, buyers realizing prices were low based on decreasing supply, replacement cost and also compared to lard quotations. Undertone steady to firm. Crude was higher at $9\frac{1}{2}$ c lb. f.o.b. mills. Bleachable closely held. Tomorrow's consumption report if disappointing, may cause temporarily easier markets. Otherwise there will be further moderate upturns without early interruption.

Memphis

(Special Wire to The National Provisioner.)

Memphis, Tenn., Apr. 11, 1935.—Crude cottonseed oil nominal $9\frac{1}{4}$ c lb. for Valley; forty-one per cent protein cottonseed meal, \$30.00 f.o.b. Memphis, April shipment.

Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., Apr. 11, 1935.—Prime cottonseed oil, $9\frac{1}{4}$ c; forty-three per cent meal, \$35.50; hulls, \$12.50.

The new crop situation is coming in for more attention. The weekly weather report said conditions improved in the Cotton Belt during the week.

COCOANUT OIL—Market was rather quiet and about steady at New York, and quoted $5\frac{1}{2}$ @ $5\frac{1}{4}$ c.

CORN OIL—Demand was rather limited at New York and prices eased to $9\frac{1}{2}$ c.

SOYA BEAN OIL—Demand was rather moderate and market was quoted at 8.5c New York.

PALM OIL—While fairly large arrivals of this oil are reported, there was no pressure of offerings. At New York spot Nigre was quoted at $5\frac{1}{2}$ c; shipment Nigre, $4\frac{1}{2}$ c; Sumatra, $4\frac{1}{4}$ c.

PALM KERNEL OIL—Market was dull and featureless. Shipment oil at New York was quoted at 4.15 to 4.30c.

OLIVE OIL—Routines trading featured the market at New York, where spot barrels were quoted at 8@c; tanks, 8@c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Demand was limited at New York but offerings were steadily held. Crude was quoted $9\frac{1}{4}$ @ $9\frac{1}{2}$ c.

OLEO PRODUCTS EXPORTED

Exports of oleo oil, oleo stock and oleo stearine February, 1935:

| | Oleo oil, lbs. | Oleo stock, lbs. | Oleo stearine, lbs. |
|-----------------------|-------------------|---------------------|------------------------|
| Belgium | 36,094 | ..... | ..... |
| Denmark ..... | ..... | 27,795 | ..... |
| Germany | 31,125 | ..... | ..... |
| Irish Free State..... | 40,250 | ..... | ..... |
| Netherlands | 204,546 | 40,356 | 40,000 |
| Norway | 28,605 | 18,263 | ..... |
| Sweden | 10,061 | 50,209 | ..... |
| United Kingdom..... | 391,467 | 129,431 | 182,764 |
| Canada | | | 39,103 |
| Cuba | 24,072 | 47,717 | 14,278 |
| Others | 18,353 | 2,060 | |
| Total | 784,672 | 315,921 | 276,145 |



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WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS Provisions

Hog products fairly active though erratic latter part of week. Undertone steady, however, but trade mixed. Packing interests again sold lard. Hogs firm. Top at Chicago, \$9.35.

Cottonseed Oil

Cotton oil reacted $\frac{1}{4}$ c lb. on bearish consumption report with scattered liquidation and easier outside markets. March distribution, 166,000 bbls.; year ago, 250,000 bbls. Visible supply, 1,851,000 bbls.; year ago, 2,781,000 bbls. Commerce department placed cotton oil imports for seven months at 38,005,660 lbs., equal to about 75,000 bbls. Crude, $9\frac{1}{4}$ @ $9\frac{1}{2}$ c nominal.

Quotations on bleachable cottonseed oil Friday noon were: May, \$10.58@10.62; July, \$10.76; Sept., \$10.76@10.74 sales; Oct., \$10.45@10.60.

Tallow

Tallow, extra, 6 $\frac{1}{2}$ c f.o.b.

Stearine

Stearine, 10 $\frac{1}{2}$ c sales.

Friday's Lard Markets

New York, Apr. 12, 1935—Prices are for export; no tax. Lard, prime western, \$11.40@11.50; middle western, \$11.40@11.50; city, 11c; refined continent, 11 $\frac{1}{2}$ @11 $\frac{1}{2}$ c; South American, 11 $\frac{1}{2}$ @11 $\frac{1}{2}$ c; Brazil kegs, 11 $\frac{1}{2}$ @11 $\frac{1}{2}$ c; compound, 12 $\frac{1}{2}$ c in carlots.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, April 12, 1935.

General provision market steady but firm; fair inquiries for hams, very poor demand for lard.

Friday's prices were: Hams, American cut, 87s; hams, long cut, 86s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 66s; Wiltshires, unquoted; Cumberlands, exhausted; Canadian Wiltshires, 77s; Canadian Cumberlands, 68s; spot lard, 57s 6d.

BRITISH PROVISION IMPORTS

Liverpool provision imports during March, 1935, reports by Liverpool Provision Trade Association:

| | Mar., 1935. |
|----------------------------------|-------------|
| Bacon (including shoulders) cwt. | 21,538 |
| Hams, cwt. | 35,039 |
| Lard, tons | 600 |

The approximate weekly consumption ex Liverpool stocks is given below:

| | Bacon, cwt. | Hams, cwt. | Lard, tons. |
|----------------|-------------|------------|-------------|
| March, 1935 | 5,209 | 6,013 | 172 |
| February, 1935 | 5,624 | 5,741 | 226 |
| March, 1934 | 4,677 | 6,715 | 200 |

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on April 11, 1935:

| | CHICAGO. | BOSTON. | NEW YORK. | PHILA. |
|--|---------------|-------------|---------------|-------------|
| Fresh Beef: | | | | |
| STEER: | | | | |
| (1) (300-500 lbs.) choice | \$18.00@19.00 | | \$19.00@20.00 | |
| Good | 16.50@18.00 | | 17.50@19.00 | |
| Medium | 14.50@16.50 | | 15.50@17.50 | |
| Common | 12.50@14.50 | | 13.50@15.00 | |
| STEER: | | | | |
| (500-600 lbs.) choice | 18.00@19.00 | | 19.00@20.00 | 19.50@20.50 |
| Good | 16.50@18.00 | | 17.50@19.00 | 18.00@19.00 |
| Medium | 14.50@16.50 | | 15.50@17.50 | 16.00@17.00 |
| Common | 12.50@14.50 | | 14.00@15.00 | |
| STEER: | | | | |
| (600-700 lbs.) choice | 18.50@19.50 | | 19.50@20.50 | 19.50@20.50 |
| Good | 16.50@18.50 | | 17.50@19.50 | 18.00@19.00 |
| Medium | 15.00@16.50 | 16.00@17.50 | 16.00@17.50 | 16.00@17.00 |
| STEER: | | | | |
| (700 lbs. up) choice | 18.50@20.00 | 20.00@21.00 | 19.50@20.50 | 19.50@20.50 |
| Good | 17.00@18.50 | 18.00@19.50 | 18.00@19.50 | 18.00@19.00 |
| COW: | | | | |
| Good | 13.50@14.50 | 15.00@16.00 | 14.50@15.50 | 14.00@15.00 |
| Medium | 12.00@13.50 | 14.00@15.00 | 13.00@14.50 | 12.50@13.50 |
| Common | 11.00@12.00 | 12.50@14.00 | 12.00@13.00 | 11.00@12.00 |
| Fresh Veal: | | | | |
| VEAL: | | | | |
| (2) choice | 14.00@15.00 | 16.00@17.00 | 16.00@17.00 | 15.00@16.00 |
| Good | 12.00@13.00 | 14.00@15.00 | 13.00@14.00 | 13.00@14.00 |
| Medium | 10.50@12.00 | 12.00@14.00 | 13.00@15.00 | 13.00@14.00 |
| Common | 9.50@10.50 | 11.00@12.00 | 12.00@13.00 | 11.00@13.00 |
| Fresh Lamb and Mutton: | | | | |
| LAMB: | | | | |
| (38 lbs. down) choice | 15.50@16.50 | 16.50@17.00 | 17.00@17.50 | 16.50@17.00 |
| Good | 14.50@15.50 | 15.50@16.50 | 16.00@17.00 | 16.00@16.50 |
| Medium | 13.50@14.50 | 14.50@15.50 | 15.00@16.00 | 15.00@16.00 |
| Common | 13.00@13.50 | 13.50@14.50 | 14.50@15.00 | 14.00@15.00 |
| LAMB: | | | | |
| (39-45 lbs.) choice | 15.00@16.00 | 15.50@16.50 | 16.50@17.00 | 16.50@17.00 |
| Good | 14.00@15.00 | 14.50@15.50 | 15.50@16.50 | 16.00@16.50 |
| Medium | 13.50@14.00 | 13.50@14.50 | 14.50@15.00 | 15.00@16.00 |
| Common | 13.00@13.50 | 13.00@13.50 | 14.00@14.50 | 14.00@15.00 |
| LAMB: | | | | |
| (46-55 lbs.) choice | 14.50@15.50 | 14.50@15.50 | 15.00@16.00 | 15.50@16.00 |
| Good | 13.50@14.50 | 14.00@14.50 | 14.50@15.00 | 15.00@15.50 |
| MUTTON: | | | | |
| (Ewe) (70 lbs. down) good | 10.00@11.00 | 11.00@12.00 | 11.00@12.00 | 11.00@12.00 |
| Medium | 9.00@10.00 | 10.00@11.00 | 10.00@11.00 | 10.00@11.00 |
| Common | 8.00@9.00 | 9.00@10.00 | 9.00@10.00 | 9.00@10.00 |
| Fresh Pork Cuts: | | | | |
| LOINS: | | | | |
| 8-10 lbs. avg. | 20.50@22.00 | 22.00@23.00 | 22.00@24.00 | 22.00@23.00 |
| 10-12 lbs. avg. | 20.00@21.50 | 22.00@23.00 | 22.00@23.50 | 22.00@23.00 |
| 12-15 lbs. avg. | 19.50@20.00 | 21.00@22.00 | 20.00@22.00 | 21.00@22.00 |
| 16-22 lbs. avg. | 17.00@18.00 | 19.00@20.00 | 18.00@19.00 | 19.00@20.00 |
| SHOULDER: N. Y. Style: Skinned: | | | | |
| 8-12 lbs. avg. | 16.00@17.00 | | 17.00@18.50 | 17.00@18.00 |
| PICNICS: | | | | |
| 6-8 lbs. avg. | | 16.00@17.00 | | |
| BUTTS: Boston Style: | | | | |
| 4-8 lbs. avg. | 19.50@21.00 | | 20.50@22.00 | 20.00@21.00 |
| SPARE RIBS: | | | | |
| Half sheets | 12.00@13.00 | | | |
| TRIMMINGS: | | | | |
| Regular | 12.50@13.50 | | | |
| Lean | 18.00@19.50 | | | |
| (1) Includes heifer 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago. | | | | |

MEAT AND LARD STOCKS

Stocks of practically all meats on hand in the United States on April 1, 1935, showed a considerable reduction compared with a month earlier. Exceptions were beef in cure, which increased somewhat less than one million pounds, and D. S. pork, which increased approximately 400,000 pounds.

While stocks of beef on April 1, 1935, were above the 5-year average for that date, pork stocks were considerably smaller. More beef and less pork went to the freezer during the month than was the case during a month earlier.

Lard stocks on April 1 were over 6 million pounds less than a month earlier, but only slightly smaller than the 5-year average for that date.

Stocks on hand in the United States on April 1, 1935, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

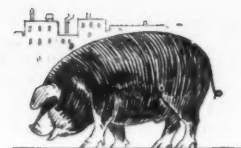
| | Apr. 1, '35. | Mar. 1, '35. | 5-Year Av. |
|--------------------------------|--------------|--------------|-------------|
| | lbs. | lbs. | Apr. 1-lbs. |
| Beef, frozen | 75,193,000 | 86,588,000 | 39,986,000 |
| In cure | 14,412,000 | 16,898,000 | 9,735,000 |
| Cured | 8,575,000 | 7,489,000 | 8,444,000 |
| Pork, frozen | 203,285,000 | 218,337,000 | 209,135,000 |
| D. S. in cure | 37,448,000 | 37,946,000 | 54,592,000 |
| D. S. cured | 36,129,000 | 35,729,000 | 60,748,000 |
| S. P. in cure | 173,828,000 | 186,590,000 | 229,719,000 |
| S. P. cured | 176,463,000 | 187,996,000 | 177,073,000 |
| Lamb and Mutton, frozen | 3,206,000 | 3,506,000 | 2,600,000 |
| Misc. Meats | 78,434,000 | 89,495,000 | 66,987,000 |
| Lard | 104,861,000 | 110,197,000 | 104,880,000 |
| Product placed in cure during: | | Mar., 1935. | Mar., 1934. |
| Beef, frozen | | 13,332,000 | 10,693,000 |
| Beef placed in cure | | 5,017,000 | 5,246,000 |
| Pork, frozen | | 38,697,000 | 41,926,000 |
| D. S. pork placed in cure | | 25,148,000 | 31,820,000 |
| S. P. pork placed in cure | | 105,882,000 | 155,362,000 |
| Lamb and Mutton, frozen | | 688,000 | 446,000 |

NOTE: Meat from "drought-stricken livestock" held for account of Federal Emergency Relief Administration are not included in above figures.



Live Stock Markets

Weekly Review



CHICAGO

Reported by U. S. Bureau of Agricultural Economics.

Chicago, April 11, 1935.

CATTLE—Compared with last Friday: All weighty steers and few topy yearlings strong to 25c higher, spots up more; inbetween grade yearlings and light steers, very uneven, weak to 25c lower, in instances 50@75c lower than early Monday, the week's high point on such cattle; common killers, about steady. Strictly choice 1,213- and 1,227-lb. steers, \$15.00, highest price paid locally since April, 1930; best yearlings, \$14.25. Run included 26 loads of Canadian cattle, mostly steers; best, around 1,250-lb. Canadian steers, \$13.50; all cows, 25c higher; good beef offerings, 50c higher in instances; heifers, strong to 25c higher; sausage bulls, mostly steady, beef bulls, 15@25c higher; vealer \$1.00@1.50 higher, selects selling up to \$10.50.

HOGS—Compared with last Friday: Market 5@10c higher; packing sows, about steady; week's top, \$9.40, paid at close; late bulk better grade 180 to 240 lbs., \$9.25@9.35; 240 to 290 lbs., \$9.10@9.25; 290 to 350 lbs., \$9.00@9.15; desirable 140 to 180 lbs., \$8.85@9.25; good slaughter pigs, \$7.75@8.75; good packing sows, \$8.25@8.45.

SHEEP—Compared with last Friday: Slaughter lambs, 25@35c higher; sheep, little changed; top woolled lambs, \$8.60; bulk, \$8.00@8.50; occasional sales, downward to \$7.50 and below; clipped lambs, \$7.25@7.50; top, \$7.60; choice lamb weight yearlings, \$7.50; woolled native ewes, \$4.00@5.25; shorn offerings, \$3.00@4.00 mostly.

Have you read "Pork Packing," THE NATIONAL PROVISIONER's latest book?

KANSAS CITY

Reported by U. S. Bureau of Agricultural Economics.

Kansas City, Kans., April 11, 1935.

CATTLE—Week's top rested at \$13.65 on choice 1,451-lb. weights, but nothing of outstanding quality was offered. Quite a few well-finished kinds went at \$12.00@13.50; most short feds, \$9.00@11.50. Bulls advanced around 25c; vealers, 50c@1.00 higher, with tops at \$9.50.

HOGS—Late top reached \$8.90 on choice 200 lbs. and up, highest since the middle of March. Late sales of desirable 180 lbs. up ranged \$8.75@8.90; 140 to 170 lbs., \$8.10@8.70; packing sows, 15c higher at \$8.00@8.40.

SHEEP—Choice Colorados reached \$8.25; most medium to good offerings, \$7.00@8.00; natives, \$7.50 down; clip-pers, \$6.60@7.15; springers, about steady; best Arizonas, \$9.00; small lots natives, \$9.50; aged sheep, about steady; fat ewes, \$4.50 and down.

ST. LOUIS

Reported by U. S. Bureau of Agricultural Economics.

East St. Louis, Ill., April 11, 1935.

CATTLE—Compared with last Friday: Steers, steady to 25c lower; mixed yearlings and heifers, 25c lower; cow-stuff and bulls, steady; vealers, \$1.25 higher. Medium weight steers topped at \$13.50; yearlings, \$12.00; bulk of steers, \$8.25@10.75. Mixed yearlings and heifers bulked at \$7.25@10.00; top heifers, \$10.50; top mixed yearlings, \$11.00. Beef cows topped at \$8.25; majority \$5.00@6.75; cutters and low cutters, \$3.00@4.25; top sausage bulls, \$5.75; with closing top on vealers, \$10.25.

HOGS—Most hogs held steady for the period. Pigs and light lights advanced 15@25c; late top, \$9.25 for a

part load; bulk 180 lbs. up, \$8.90@9.15; packing sows, \$7.85@8.00.

SHEEP—Spring lambs topped at \$11.00; bulk, \$8.25@10.00. Woolled lambs topped at \$8.25, bulk being weighty westerns at \$7.00@7.75. Clipped lambs bulked at \$7.00@7.25; top, \$7.60; clipped yearlings, \$6.25; wethers, \$5.00@5.50; woolled slaughter ewes, \$4.00@5.00.

OMAHA

Reported by U. S. Bureau of Agricultural Economics.

Omaha, Neb., April 11, 1935.

CATTLE—Strictly good and choice grades, all weights, mostly 25c higher than Friday of last week. Shortfed yearlings and light steers, strong to a little higher; inbetween grades, weak to 25c lower. She stock and bulls were in light supply, and prices advanced 25@50c, bulls generally showing full upturn; vealers, strong to 50c higher; choice 1,339-lb. steers, \$13.90; 1,327-lb. weights, \$14.20, highest price paid locally since April, 1930.

HOGS—Compared with last Friday: Weights below 220 lbs., 10@25c higher, plain kinds up more; weights over 220 lbs. mostly strong to 10c higher; top Thursday, \$8.80, with following bulks: Good and choice grades, 200 to 250 lbs., \$8.70@8.80; 250 to 350 lbs., \$8.60@8.70; 160 to 200 lbs., \$8.40@8.75; 140 to 160 lbs., \$8.00@8.40; slaughter pigs, \$7.00@8.00; packing sows, \$8.15@8.35; stags, \$7.75@8.25.

SHEEP—Practically no change noticeable in killing classes; Thursday's bulk fed woolled lambs, \$8.10@8.25; top, \$8.25; extreme weight lambs, down to \$7.50; fed clipped lambs, \$7.15@7.25; native spring lambs, medium to choice, \$8.25@9.50; good and choice yearlings, \$6.00@7.00; good and choice woolled ewes, \$4.00@5.00.

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ST. PAUL

By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.

So. St. Paul, Minn., April 10, 1935.

CATTLE—Wednesday's cattle trade was around steady, following a weak to 25c lower close Tuesday. Medium and lower grade yearlings earned \$7.00@9.75, some better lots on recent days at \$10.50@12.00, long-feds late last week up to \$14.00. Most butcher heifers brought \$6.00@8.00; some better grades, \$8.00@10.00 and above; beef cows, \$5.00@7.50; cutters, \$3.00@4.75; most bulls, \$4.50@5.50; medium to good vealers, \$5.50@7.50, a few \$8.00 or more; plainer grades, \$2.50@4.50.

HOGS—Midweek hog trade was slow, weak to 10c lower, with most better 180- to 320-lb. butchers at \$8.80@8.90; 140 to 170 lbs., \$8.25@8.75; most good to choice pigs, \$8.00@8.25; good sows, \$8.00@8.25.

SHEEP—Most of the good and choice fed lambs sold Wednesday at \$8.15; real choice being salable to around \$8.25. Good to choice slaughter ewes sold at \$4.00@5.00.

SIOUX CITY

Reported by U. S. Bureau of Agricultural Economics.

Sioux City, Ia., April 11, 1935.

CATTLE—Choice medium weight steers, \$13.25; bulk, \$9.50@11.50; heifers, \$10.00@10.75; beef cows advanced 25@50c; cutter grades, \$3.25@4.50. Bulls showed 15@25c gains, and medium grades reached \$5.50. Vealers strengthened and best sold at \$8.50.

HOGS—Compared with Friday a week ago, all classes uncovered 15@25c advances. Late top, \$8.80; bulk better 180- to 300-lb. butchers, \$8.65@8.80; most 140- to 180-lb. averages, \$8.35@8.65; slaughter pigs, \$7.50@8.25; packing sows, \$8.25.

SHEEP—Late trade found best woolled offerings around \$8.25; bulk better grades, \$7.50@8.25; few consignments choice clipped lambs, \$6.90@7.25; a short deck choice 71-lb. native springers, \$10.00; odd lots slaughter ewes, \$4.00@5.00.

CORN BELT DIRECT TRADING

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Ia., April 11, 1935.

Hog prices at 22 concentration points and 9 packing plants in Iowa and Minnesota developed considerable unevenness this week. Butchers, 200 lbs. down, mostly 15@25c higher; 200 to 250 lbs., largely 10c higher; heavy butchers and packing sows, steady to 5c higher; late sales good to choice 200- to 250-lb. truck hogs, \$8.65@9.00; plant deliveries, mostly \$8.75@9.00; rail loads, to \$9.10; few 250 to 290 lbs. at top prices, but usually 5@10c below above ranges. Heavier weights were discounted 10@20c; 180 to 200 lbs., mainly \$8.60@9.00; 160 to 180 lbs., \$8.25@8.70; 140 to

160 lbs., \$7.60@8.25; good sows, \$7.70@8.15; few, \$8.20@8.25.

Receipts unloaded daily for the week ended April 11, 1935, were as follows:

| | This week. | Last week. |
|-------------------------|------------|------------|
| Fri., April 5..... | 17,700 | 18,700 |
| Sat., April 6..... | 15,500 | 17,000 |
| Mon., April 8..... | 35,000 | 30,000 |
| Tues., April 9..... | 10,200 | 10,800 |
| Wed., April 10..... | 10,900 | 14,300 |
| Thursday, April 11..... | 13,800 | 13,900 |

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 16 centers for the week ended April 6, 1935.

| | Week ended April 6. | Prev. week. | Cor. 1934. |
|-----------------------------|---------------------|-------------|------------|
| Chicago..... | 24,820 | 21,251 | 25,277 |
| Kansas City..... | 18,805 | 15,719 | 19,425 |
| Omaha..... | 13,739 | 12,706 | 15,776 |
| East St. Louis..... | 13,080 | 11,948 | 16,533 |
| St. Joseph..... | 6,519 | 6,212 | 8,274 |
| Sioux City..... | 8,092 | 6,790 | 10,623 |
| Wichita..... | 2,840 | 2,687 | 2,274 |
| Fort Worth..... | 4,020 | ..... | ..... |
| Philadelphia..... | 2,138 | 2,062 | 1,515 |
| Indianapolis..... | 1,720 | 1,697 | 1,540 |
| New York & Jersey City..... | 7,800 | 7,801 | 8,149 |
| Oklahoma City..... | 4,996 | 3,823 | 4,018 |
| Cincinnati..... | 3,493 | 2,637 | 3,073 |
| Denver..... | 4,078 | 3,971 | 3,263 |
| St. Paul..... | 8,886 | 7,714 | 9,090 |
| Milwaukee..... | 3,807 | 3,206 | 2,767 |
| Total..... | 126,473 | 114,244 | 132,218 |

| | Week ended April 6. | Prev. week. | Cor. 1934. |
|-----------------------------|---------------------|-------------|------------|
| Chicago..... | 59,598 | 54,355 | 50,267 |
| Kansas City..... | 29,954 | 22,902 | 41,939 |
| Omaha..... | 18,650 | 14,975 | 33,731 |
| East St. Louis..... | 28,444 | 27,344 | 40,488 |
| St. Joseph..... | 13,674 | 10,565 | 18,451 |
| Sioux City..... | 10,777 | 9,215 | 30,349 |
| Fort Worth..... | 4,369 | 4,290 | 6,593 |
| Philadelphia..... | 12,274 | 10,816 | 15,667 |
| Indianapolis..... | 7,821 | 7,886 | 14,995 |
| New York & Jersey City..... | 35,486 | 30,755 | 38,867 |
| Oklahoma City..... | 6,708 | 5,733 | 5,312 |
| Cincinnati..... | 10,104 | 11,830 | 12,942 |
| Denver..... | 6,370 | 5,474 | 7,646 |
| St. Paul..... | 13,280 | 12,845 | 20,554 |
| Milwaukee..... | 6,152 | 5,943 | 5,780 |
| Total..... | 263,061 | 241,626 | 383,281 |

| | Week ended April 6. | Prev. week. | Cor. 1934. |
|-----------------------------|---------------------|-------------|------------|
| Chicago..... | 70,360 | 63,059 | 37,976 |
| Kansas City..... | 43,013 | 27,871 | 35,435 |
| Omaha..... | 27,656 | 29,573 | 20,770 |
| East St. Louis..... | 12,844 | 13,769 | 7,129 |
| St. Joseph..... | 25,290 | 25,168 | 22,924 |
| Sioux City..... | 18,969 | 19,917 | 13,241 |
| Wichita..... | 5,153 | 4,771 | 3,050 |
| Fort Worth..... | 6,132 | ..... | ..... |
| Philadelphia..... | 5,213 | 6,428 | 4,443 |
| Indianapolis..... | 2,638 | 2,131 | 2,928 |
| New York & Jersey City..... | 58,694 | 59,625 | 59,197 |
| Oklahoma City..... | 3,224 | 3,910 | 472 |
| Cincinnati..... | 1,007 | 874 | 1,242 |
| Denver..... | 7,535 | 5,940 | 2,036 |
| St. Paul..... | 5,332 | 8,212 | 4,153 |
| Milwaukee..... | 2,081 | 475 | 627 |
| Total..... | 280,018 | 277,851 | 206,503 |

When in need of expert packinghouse workers, watch the classified pages of THE NATIONAL PROVISIONER.

RECEIPTS AT CHIEF CENTERS

Combined receipts at principal markets, week ended April 6, 1935:

| | Cattle. | Hogs. | Sheep. |
|-------------------------|---------|---------|---------|
| At 20 markets: | | | |
| Week ended April 6..... | 155,000 | 281,000 | 319,000 |
| Previous week..... | 139,000 | 258,000 | 327,000 |
| 1934..... | 171,000 | 420,000 | 244,000 |
| 1933..... | 162,000 | 518,000 | 394,000 |
| 1932..... | 167,040 | 489,000 | 396,000 |
| 1931..... | 191,000 | 504,000 | 381,000 |

| | Cattle. | Hogs. | Sheep. |
|-------------------------|---------|---------|---------|
| At 11 markets: | | | |
| Week ended April 6..... | 231,000 | 214,000 | 214,000 |
| Previous week..... | 233,000 | 214,000 | 214,000 |
| 1934..... | 412,000 | 412,000 | 412,000 |
| 1933..... | 404,000 | 404,000 | 404,000 |
| 1931..... | 424,000 | 424,000 | 424,000 |

| | Cattle. | Hogs. | Sheep. |
|-------------------------|---------|---------|---------|
| At 7 markets: | | | |
| Week ended April 6..... | 119,000 | 198,000 | 244,000 |
| Previous week..... | 100,000 | 181,000 | 239,000 |
| 1934..... | 126,000 | 307,000 | 172,000 |
| 1933..... | 119,000 | 353,000 | 256,000 |
| 1932..... | 123,000 | 340,000 | 239,000 |
| 1931..... | 146,000 | 362,000 | 270,000 |

PACIFIC COAST LIVESTOCK

Livestock receipts for five-day period ended April 5, 1935:

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------------|---------|---------|-------|--------|
| Los Angeles..... | 3,742 | 652 | 288 | 4,833 |
| San Francisco..... | 775 | 100 | 2,400 | 4,450 |
| Portland..... | 2,025 | 225 | 2,700 | 4,080 |

In addition to the above were direct shipments to Los Angeles packers: cattle, 41 cars; hogs, 77 cars; sheep, 35 cars. San Francisco directs: 75 cattle, 150 calves, 1,550 hogs, 1,900 sheep.

NEW YORK LIVESTOCK

Receipts of livestock at New York markets for week ended April 6, 1935:

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------------|---------|---------|--------|--------|
| Jersey City..... | 4,010 | 9,114 | 4,872 | 37,234 |
| Central Union..... | 1,354 | 2,107 | 151 | 11,772 |
| New York..... | 800 | 3,767 | 7,656 | 1,630 |
| Total..... | 6,164 | 14,988 | 12,679 | 50,636 |
| Previous week..... | 5,591 | 9,754 | 12,291 | 44,857 |
| Two weeks ago..... | 6,725 | 12,782 | 11,770 | 41,743 |

MARCH BUFFALO LIVESTOCK

Receipts and disposition of livestock, Buffalo, N. Y., for March, 1935:

| | Cattle. | Calves. | Hogs. | Sheep. |
|----------------------|---------|---------|--------|--------|
| Receipts..... | 14,955 | 21,854 | 23,718 | 42,076 |
| Shipments..... | 3,140 | 16,637 | 9,831 | 30,544 |
| Local slaughter..... | 10,761 | 5,190 | 12,684 | 11,297 |

HOG BUYING INFORMATION

Does your hog buyer know all he should about the hogs he buys? Wouldn't "PORK PACKING," The National Provisioner's newest book, be a good investment for you? Write for information.

KENNETH MURRAY

LIVE STOCK

BUYING ORGANIZATION

Oldest and Largest ~ Buyers Exclusively

Detroit, Mich. Dayton, Ohio

La Fayette, Ind.

Louisville, Ky. Cincinnati, Ohio

Nashville, Tenn. Omaha, Neb.

Indianapolis, Ind.

Montgomery, Ala. Sioux City, Ia.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, April 6, 1935, with comparisons, are reported to The National Provisioner as follows:

| CHICAGO. | | | |
|-----------------------|---------|---------------|----------------|
| | Cattle. | Hogs. | Sheep. |
| Armour and Co. | 4,086 | 1,872 | 9,192 |
| Swift & Co. | 3,348 | 951 | 11,514 |
| Morris & Co. | 1,469 | ... | 6,800 |
| Wilson & Co. | 3,627 | 2,824 | 9,263 |
| Anglo-Amer. Prov. Co. | 615 | ... | ... |
| G. H. Hammond Co. | 1,769 | 684 | ... |
| Shippers | 8,724 | 9,792 | 24,213 |
| Others | 9,036 | 13,326 | 18,292 |
| Brennan Pkg. Co. | 2,384 | hogs; | Agar Pkg. Co. |
| 3,315 hogs. | | | |
| Total: | 32,074 | cattle; 8,532 | calves; 35,148 |
| 79,334 sheep. | | | |

Not including 870 cattle, 1,422 calves, 35,126 hogs and 15,239 sheep bought direct.

| KANSAS CITY. | | | |
|----------------------|---------|-------|--------|
| | Cattle. | Hogs. | Sheep. |
| Armour and Co. | 2,258 | 460 | 6,719 |
| Cudahy Pkg. Co. | 1,520 | 1,092 | 4,194 |
| Morris & Co. | 918 | 433 | 4,645 |
| Swift & Co. | 1,782 | 663 | 4,355 |
| Wilson & Co. | 1,969 | 1,208 | 4,918 |
| Kornblum & Son. | 846 | ... | ... |
| Independent Pkg. Co. | ... | 285 | ... |
| Shippers | 1,090 | 161 | 366 |
| Others | 4,825 | 631 | 9,036 |
| Total | 15,208 | 4,657 | 11,460 |

| OMAHA. | | | |
|--------------------------------|------------------|---------------------------|--------|
| | Cattle & Calves. | Hogs. | Sheep. |
| Armour and Co. | 3,539 | 5,450 | 5,533 |
| Cudahy Pkg. Co. | 3,731 | 4,114 | 9,544 |
| Dold Pkg. Co. | 727 | 3,312 | 1,817 |
| Morris & Co. | 1,308 | 22 | ... |
| Swift & Co. | 3,521 | 3,541 | 7,206 |
| Others | ... | 13,559 | ... |
| Eagle Pkg. Co. | 16 | Geo. Hoffman Pkg. Co. | 74 |
| 45 cattle; Grt. Omaha Pkg. Co. | 74 | cattle; | |
| Omaha Pkg. Co. | 76 | cattle; J. Roth & Sons. | 37 |
| 80 cattle; So. Omaha Pkg. Co. | 31 | cattle; Lincoln | |
| Pkg. Co. | 213 | cattle; Sinclair Pkg. Co. | 88 |
| Wilson & Co. | 468 | cattle. | |
| Total: | 13,874 | cattle and calves; | 29,998 |
| 24,120 sheep. | | | |

| EAST ST. LOUIS. | | | |
|--|---------|---------|--------|
| | Cattle. | Calves. | Hogs. |
| Armour and Co. | 1,736 | 1,484 | 3,388 |
| Swift & Co. | 2,542 | 1,630 | 3,894 |
| Morris & Co. | 1,066 | 335 | 537 |
| Hunter Pkg. Co. | 1,051 | 327 | 2,159 |
| Hell Pkg. Co. | ... | ... | 1,569 |
| Krey Pkg. Co. | ... | ... | 3,125 |
| Laclede Pkg. Co. | ... | ... | 1,127 |
| Shippers | 2,800 | 5,038 | 17,048 |
| Others | 3,302 | 307 | 12,705 |
| Total | 12,497 | 9,021 | 45,492 |
| Not including 1,194 cattle, 3,031 calves, 24,485 hogs and 388 sheep bought direct. | | | |

| ST. JOSEPH. | | | |
|----------------|---------|---------|--------|
| | Cattle. | Calves. | Hogs. |
| Swift & Co. | 2,117 | 764 | 7,357 |
| Armour and Co. | 2,316 | 732 | 6,317 |
| Others | 861 | 148 | 231 |
| Total | 5,294 | 1,664 | 13,905 |

| SIOUX CITY. | | | |
|-----------------|---------|---------|--------|
| | Cattle. | Calves. | Hogs. |
| Cudahy Pkg. Co. | 2,315 | 238 | 4,078 |
| Armour and Co. | 2,619 | 276 | 3,852 |
| Swift & Co. | 2,086 | 197 | 2,832 |
| Shippers | 3,279 | 87 | 5,732 |
| Others | 246 | 30 | 15 |
| Total | 10,545 | 828 | 16,506 |

| OKLAHOMA CITY. | | | |
|--|---------|---------|-------|
| | Cattle. | Calves. | Hogs. |
| Armour and Co. | 1,556 | 803 | 2,873 |
| Wilson & Co. | 1,572 | 676 | 2,850 |
| Wichita Pkg. Co. | 1 | ... | ... |
| Others | 280 | 101 | 387 |
| Total | 3,418 | 1,470 | 6,110 |
| Not including 108 cattle and 598 hogs bought direct. | | | |

| WICHITA. | | | |
|---|---------|---------|-------|
| | Cattle. | Calves. | Hogs. |
| Cudahy Pkg. Co. | 957 | 802 | 2,006 |
| Jacob Dold & Co. | 559 | 147 | 1,421 |
| Wichita D. B. Co. | 13 | ... | ... |
| Dunn-Ostertag | 85 | ... | ... |
| F. W. Dold & Sons. | 111 | ... | 286 |
| Sundowner Pkg. Co. | 49 | ... | 67 |
| Wichita Pkg. Co. | 85 | ... | ... |
| Total | 1,859 | 949 | 3,780 |
| Not including 32 cattle and 580 hogs bought direct. | | | |

| ST. PAUL. | | | |
|-----------------|---------|---------|--------|
| | Cattle. | Calves. | Hogs. |
| Armour and Co. | 2,884 | 2,906 | 5,452 |
| Cudahy Pkg. Co. | 465 | 1,377 | 2,229 |
| Swift & Co. | 3,633 | 4,873 | 7,828 |
| United Pkg. Co. | 1,194 | 276 | ... |
| Others | 1,036 | 108 | 1,603 |
| Total | 9,922 | 9,540 | 14,883 |

DENVER.

| | Cattle. | Calves. | Hogs. | Sheep. |
|----------------|---------|---------|-------|--------|
| Armour and Co. | 1,332 | 183 | 1,912 | 12,725 |
| Swift & Co. | 1,081 | 206 | 2,212 | 8,236 |
| Others | 1,081 | 277 | 2,134 | 11,718 |
| Total | 4,094 | 666 | 6,278 | 32,679 |

MILWAUKEE.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---------------------|---------|---------|-------|--------|
| Plankinton Pkg. Co. | 2,148 | 6,961 | 6,141 | 1,962 |
| R. Gunz & Co. | 63 | 19 | ... | ... |
| Armour and Co. | 842 | 3,415 | ... | ... |
| N.Y.B.D.M. Co. | 38 | 26 | 48 | 4 |
| Shippers | 83 | 756 | 8 | 115 |
| Others | ... | ... | ... | ... |
| Total | 4,032 | 11,207 | 6,197 | 2,081 |

INDIANAPOLIS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------------|---------|---------|--------|--------|
| Kingman & Co. | 1,724 | 762 | 6,268 | 2,634 |
| Armour and Co. | 852 | 212 | 2,625 | ... |
| Hilgemeyer Bros. | 5 | ... | 790 | ... |
| Stumpf Bros. | ... | ... | 73 | ... |
| Indiana Prov. Co. | ... | ... | 75 | 6 |
| Meier Pkg. Co. | 80 | 2 | 93 | ... |
| Schussler Pkg. Co. | 40 | ... | 208 | ... |
| Maass Hartman Co. | 65 | 9 | ... | ... |
| Art Wabnitz | 15 | 124 | ... | 26 |
| Shippers | 1,804 | 2,019 | 14,474 | 2,236 |
| Others | 862 | 130 | 130 | 49 |
| Total | 5,520 | 3,283 | 24,736 | 4,951 |

CINCINNATI.

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------------------|---------|---------|--------|--------|
| S. W. Gall's Son. | ... | ... | ... | 128 |
| Ideal Pkg. Co. | 13 | ... | 223 | ... |
| E. Kahn's Sons Co. | 1,562 | 331 | 5,105 | 642 |
| Kroger G. & B. Co. | 20 | ... | ... | ... |
| J. Lohrey Pkg. Co. | 2 | 4 | 2,576 | ... |
| H. H. Meyer Pkg. Co. | 11 | ... | ... | ... |
| A. Sander Pkg. Co. | ... | ... | ... | ... |
| J. Schlachter's Sons. | 191 | 457 | ... | 36 |
| J. & F. Schroth Pkg. Co. | 20 | ... | 2,167 | ... |
| J. F. Stegner & Co. | 179 | 231 | ... | ... |
| Shippers | 106 | 589 | 2,979 | ... |
| Others | 1,160 | 643 | 176 | 272 |
| Total | 3,304 | 2,399 | 13,345 | 1,078 |

Not including 593 cattle, 20 calves, and 146 sheep bought direct.

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended April 6, 1935, with comparisons:

CATTLE.

| | Week ended April 6. | Prev. week. | Cor. week. |
|----------------|---------------------|-------------|------------|
| Chicago | 32,674 | 27,596 | 32,884 |
| Kansas City | 15,208 | 11,845 | 15,802 |
| Omaha | 13,874 | 12,920 | 17,913 |
| East St. Louis | 12,497 | 9,838 | 9,500 |
| St. Joseph | 5,294 | 5,290 | 7,546 |
| Sioux City | 10,545 | 8,636 | 12,404 |
| Oklahoma City | 3,418 | 2,599 | 2,883 |
| Wichita | 1,859 | 1,713 | 1,556 |
| Denver | 4,094 | 3,641 | 3,142 |
| St. Paul | 9,922 | 9,279 | 10,828 |
| Milwaukee | 4,032 | 3,360 | 2,973 |
| Indianapolis | 5,520 | 5,268 | 4,213 |
| Cincinnati | 3,364 | 2,637 | 2,921 |
| Total | 122,301 | 104,592 | 124,665 |

HOGS.

| | Week ended April 6. | Prev. week. | Cor. week. |
|----------------|---------------------|-------------|------------|
| Chicago | 35,148 | 34,483 | 59,112 |
| Kansas City | 11,460 | 10,052 | 17,335 |
| Omaha | 29,998 | 22,963 | 46,136 |
| East St. Louis | 45,492 | 42,292 | 53,828 |
| St. Joseph | 13,905 | 10,787 | 19,706 |
| Sioux City | 16,506 | 15,177 | 39,994 |
| Oklahoma City | 6,110 | 5,395 | 5,184 |
| Wichita | 3,780 | 3,776 | 4,400 |
| Denver | 6,278 | 5,324 | 7,826 |
| St. Paul | 14,883 | 13,971 | 29,339 |
| Milwaukee | 6,197 | 5,651 | 6,170 |
| Indianapolis | 24,736 | 23,170 | 29,938 |
| Cincinnati | 13,345 | 11,830 | 16,836 |
| Total | 227,850 | 205,191 | 335,764 |

SHEEP.

| | Week ended April 6. | Prev. week. | Cor. week. |
|----------------|---------------------|-------------|------------|
| Chicago | 79,334 | 76,352 | 43,926 |
| Kansas City | 43,013 | 27,871 | 35,435 |
| Omaha | 24,120 | 28,387 | 17,916 |
| East St. Louis | 18,705 | 13,916 | 7,494 |
| St. Joseph | 32,658 | 27,415 | 28,190 |
| Sioux City | 22,861 | 22,258 | 14,481 |
| Oklahoma City | 3,224 | 3,900 | 472 |
| Wichita | 5,153 | 4,771 | 3,050 |
| Denver | 32,679 | 43,340 | 23,921 |
| St. Paul | 5,332 | 8,683 | 4,133 |
| Milwaukee | 2,081 | 475 | 623 |
| Indianapolis | 4,951 | 4,322 | 3,877 |
| Cincinnati | 1,078 | 874 | 1,427 |
| Total | 275,189 | 262,534 | 184,945 |

CHICAGO LIVESTOCK

RECEIPTS.

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------|---------|---------|---------|--------|
| Mon., April 1 | 10,602 | 1,911 | 13,082 | 18,401 |
| Tues., April 2 | 6,306 | 3,958 | 15,387 | 15,488 |
| Wed., April 3 | 7,831 | 1,405 | 12,488 | 13,114 |
| Thurs., April 4 | 6,132 | 2,497 | 12,798 | 17,881 |
| Fri., April 5 | 3,036 | 554 | 9,072 | 12,286 |
| Sat., April 6 | 500 | 100 | 8,000 | 5,000 |
| Total this week | 34,427 | 10,425 | 70,827 | 80,173 |
| Previous week | 27,488 | 9,035 | 64,390 | 79,634 |
| Year ago | 34,415 | 10,633 | 98,506 | 47,532 |
| Two years ago | 32,144 | 10,018 | 115,743 | 80,953 |

SHIPMENTS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------|---------|---------|--------|--------|
| Mon., April 1 | 2,219 | 250 | 2,566 | 6,547 |
| Tues., April 2 | 1,956 | 237 | 1,868 | 4,086 |
| Wed., April 3 | 2,045 | 228 | 1,132 | 1,963 |
| Thurs., April 4 | 1,739 | 365 | 2,538 | 6,790 |
| Fri., April 5 | 658 | 144 | 2,193 | 3,691 |
| Sat., April 6 | 100 | ... | 200 | 500 |
| Total this week | 8,717 | 1,225 | 10,550 | 24,149 |
| Previous week | 6,911 | 1,309 | 5,010 | 22,242 |
| Year ago | 8,325 | 947 | 7,843 | 11,712 |
| Two years ago | 8,879 | 245 | 8,158 | 24,971 |

Total receipts for month and year to March 30, with comparisons:

| | April 1935. | 1935. | 1935. | 1934. |
|--------|-------------|--------|-----------|-----------|
| Cattle | 34,427 | 34,261 | 517,726 | 594,963 |
| Calves | 10,425 | 10,406 | 137,285 | 142,934 |
| Hogs | 70,827 | 88,241 | 1,196,747 | 2,015,634 |
| Sheep | 80,173 | 42,093 | 963,004 | 915,489 |

WEEKLY AVERAGE PRICE OF LIVESTOCK.

| | Cattle. | Hogs. | Sheep. | Lambs. |
|--------------------|---------|--------|--------|--------|
| Week ended April 6 | \$10.80 | \$8.95 | \$4.00 | \$8.00 |
| Previous week | 10.55 | 8.95 | 4.00 | 8.00 |
| 1934 | 6.10 | 4.05 | 4.75 | 8.95 |
| 1933 | 4.80 | 3.80 | 5.15 | 5.15 |
| 1932 | 6.40 | 4.05 | 3.50 | 7.05 |
| 1931 | 8.05 | 7.50 | 4.00 | 9.00 |
| 1930 | 12.30 | 9.85 | 5.00 | 9.30 |
| Av. 1930-1934 | \$7.55 | \$5.85 | \$3.90 | \$7.90 |

SUPPLIES FOR CHICAGO PACKERS.

| | Cattle. | Hogs. | Sheep. |
|--------------------|---------|---------|--------|
| Week ended April 6 | 25,710 | 60,277 | 56,024 |
| Previous week | 20,758 | 54,570 | 54,896 |
| 1934 | 26,490 | 88,900 | 35,530 |
| 1933 | 23,265 | 107,559 | 55,962 |
| 1932 | 23,804 | 90,046 | 39,836 |
| 1931 | 27,063 | 92,538 | 48,590 |
| 1930 | 27,483 | 108,729 | 65,633 |

HOG RECEIPTS, WEIGHTS AND PRICES.

Receipts, average weights and top and average prices of hogs with comparisons:

| | No. Rec'd. | Avg. Wgt. | Prices—Top. | Avg. |
|--------------------|------------|-----------|-------------|--------|
| Week ended April 6 | 70,800 | 239 | \$9.30 | \$8.95 |
| Previous week | 64,390 | 239 | 9.25 | 8.95 |
| 1934 | 98,506 | 233 | 4.40 | 4.05 |
| 1933 | 115,743 | 254 | 4.05 | 4.65 |
| 1932 | 110,643 | 237 | 4.55 | 4.65 |
| 1931 | 111,073 | 239 | 8.25 | 7.50 |
| 1930 | 134,959 | 235 | 10.50 | 9.85 |
| Av. 1930-1934 | 114,200 | 238 | \$6.35 | \$5.85 |

RECEIPTS AT CENTERS

SATURDAY, APRIL 6, 1935.

| | | | |
|---------------|-----|-------|-------|
| Chicago | 500 | 350 | 1,000 |
| Kansas City | 800 | 100 | 2,000 |
| Omaha | 200 | 300 | 50 |
| St. Louis | 400 | 2,000 | 1,500 |
| St. Joseph | 100 | 500 | 1,000 |
| St. Paul | 200 | 350 | 800 |
| Port Worth | 700 | 500 | 3,700 |
| Denver | 200 | 300 | 200 |
| Louisville | 300 | 200 | 400 |
| Wichita | 100 | 400 | 1,000 |
| Indianapolis | 100 | 1,000 | 400 |
| Pittsburgh | 100 | 300 | 400 |
| Cincinnati | 200 | 400 | 400 |
| Buffalo | 200 | 400 | 100 |
| Nashville | 200 | 400 | 300 |
| Oklahoma City | 200 | 400 | 300 |

MONDAY, APRIL 8, 1935.

| | | | |
|---------------|--------|--------|--------|
| Chicago | 10,000 | 17,000 | 18,000 |
| Kansas City | 13,000 | 3,500 | 19,000 |
| Omaha | 5,500 | 5,000 | 7,500 |
| St. Louis | 3,500 | 8,500 | 4,000 |
| St. Joseph | 1,200 | 1,200 | 8,000 |
| St. Paul | 3,500 | 5,000 | 1,500 |
| Port Worth | 1,800 | 800 | 2,400 |
| Denver | 800 | 1,200 | 200 |
| Louisville | 1,900 | 1,700 | 9,400 |
| Wichita | 500 | 900 | 400 |
| Indianapolis | 500 | 4,000 | 500 |
| Pittsburgh | 500 | 1,000 | 1,000 |
| Cincinnati | 1,300 | 2,600 | 100 |
| Buffalo | 1,500 | 2,000 | 100 |
| Cleveland | 600 | 200 | 1,800 |
| Nashville | 300 | 200 | 200 |
| Oklahoma City | 800 | 800 | 300 |

TUESDAY, APRIL 9, 1935.

| | | | |
|---------------|-------|--------|--------|
| Chicago | 7,000 | 15,000 | 15,000 |
| Kansas City | 4,500 | 3,000 | 11,000 |
| Omaha | 5,000 | 6,000 | 12,000 |
| St. Louis | 3,000 | 9,000 | 1,800 |
| St. Joseph | 1,400 | 3,800 | 7,700 |
| St. Paul | 3,500 | 3,000 | 5,000 |
| Port Worth | 1,000 | 1,000 | 2,100 |
| Denver | 900 | 1,000 | 200 |
| Louisville | 500 | 500 | 12,600 |
| Wichita | 100 | 300 | 100 |
| Indianapolis | 2,000 | 5,000 | 1,000 |
| Pittsburgh | 100 | 200 | 300 |
| Cincinnati | 400 | 2,100 | 200 |
| Buffalo | 100 | 400 | 200 |
| Cleveland | 100 | 400 | 200 |
| Nashville | 200 | 300 | 100 |
| Oklahoma City | 600 | 1,000 | 500 |

WEDNESDAY, APRIL 10, 1935.

| | | | |
|---------------|-------|--------|--------|
| Chicago | 8,000 | 14,000 | 13,000 |
| Kansas City | 2,500 | 2,500 | 12,000 |
| Omaha | 3,000 | 3,500 | 7,200 |
| St. Louis | 2,000 | 8,500 | 3,000 |
| St. Joseph | 1,000 | 1,500 | 6,000 |
| St. Paul | 2,500 | 2,500 | 3,000 |
| Port Worth | 2,000 | 3,500 | 3,000 |
| Denver | 800 | 800 | 800 |
| Louisville | 900 | 1,000 | 200 |
| Wichita | 1,000 | 600 | 9,100 |
| Indianapolis | 4,500 | 2,500 | 400 |
| Pittsburgh | 1,800 | 4,000 | 600 |
| Cincinnati | 200 | 200 | 500 |
| Buffalo | 600 | 2,000 | 800 |
| Cleveland | 200 | 500 | 300 |
| Nashville | 300 | 300 | 1,300 |
| Oklahoma City | 400 | 1,000 | 500 |

THURSDAY, APRIL 11, 1935.

| | | | |
|---------------|-------|--------|--------|
| Chicago | 5,000 | 10,000 | 13,000 |
| Kansas City | 2,800 | 1,500 | 10,000 |
| Omaha | 1,200 | 4,000 | 3,500 |
| St. Louis | 1,500 | 8,000 | 2,500 |
| St. Joseph | 800 | 1,300 | 6,000 |
| St. Paul | 900 | 1,000 | 1,200 |
| Port Worth | 2,500 | 2,400 | 1,800 |
| Denver | 700 | 600 | 300 |
| Louisville | 900 | 1,000 | 200 |
| Wichita | 300 | 700 | 300 |
| Indianapolis | 1,000 | 5,000 | 1,500 |
| Pittsburgh | 200 | 1,000 | 1,200 |
| Cincinnati | 900 | 2,500 | 400 |
| Buffalo | 100 | 500 | 200 |
| Cleveland | 300 | 500 | 1,600 |
| Nashville | 100 | 300 | 200 |
| Oklahoma City | 400 | 800 | 1,000 |

FRIDAY, APRIL 12, 1935.

| | | | |
|---------------|-------|-------|-------|
| Chicago | 2,000 | 8,000 | 5,000 |
| Kansas City | 600 | 1,000 | 1,000 |
| Omaha | 1,100 | 2,500 | 8,000 |
| St. Louis | 1,000 | 5,000 | 1,800 |
| St. Joseph | 700 | 1,500 | 4,000 |
| St. Paul | 500 | 1,500 | 1,500 |
| Port Worth | 1,400 | 2,500 | 1,700 |
| Denver | 800 | 900 | 500 |
| Louisville | 200 | 1,700 | 5,600 |
| Wichita | 200 | 700 | 200 |
| Indianapolis | 500 | 3,000 | 2,000 |
| Pittsburgh | 100 | 400 | 800 |
| Cincinnati | 800 | 2,400 | 100 |
| Buffalo | 200 | 1,800 | 1,000 |
| Oklahoma City | 1,200 | 900 | 300 |

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, Apr. 11, 1935:

| Hogs (Soft or oily hogs excluded). | CHICAGO. | E. ST. LOUIS. | OMAHA. | KANS. CITY. | ST. PAUL. |
|---------------------------------------|---------------|---------------|---------------|---------------|-------------|
| Lt. lt. (140-160 lbs.) gd-ch. | \$8.75@9.25 | \$8.00@9.15 | \$8.00@8.60 | \$8.00@8.60 | \$8.15@8.65 |
| Medium | 8.50@9.00 | 8.35@9.00 | 7.50@8.40 | 7.60@8.35 | 7.85@8.50 |
| Lt. wt. (160-180 lbs.) gd-ch. | 9.00@9.30 | 8.00@9.15 | 8.40@8.70 | 8.35@8.80 | 8.50@8.90 |
| Medium | 8.85@9.15 | 8.85@9.05 | 8.00@8.60 | 7.90@8.55 | 8.00@8.75 |
| (180-200 lbs.) gd-ch. | 9.15@9.35 | 9.00@9.20 | 8.60@8.80 | 8.65@8.90 | 8.75@8.90 |
| Medium | 9.00@9.20 | 8.85@9.05 | 8.40@8.70 | 8.50@8.75 | 8.25@8.50 |
| Med. wt. (200-220 lbs.) gd-ch. | 9.20@9.40 | 8.90@9.20 | 8.70@8.80 | 8.70@8.90 | 8.80@8.90 |
| (220-250 lbs.) gd-ch. | 9.15@9.40 | 8.90@9.10 | 8.65@8.80 | 8.75@8.90 | 8.80@8.90 |
| Hvy. wt. (250-280 lbs.) gd-ch. | 9.05@9.25 | 8.90@9.00 | 8.65@8.75 | 8.75@8.80 | 8.80@8.90 |
| (290-350 lbs.) gd-ch. | 9.00@9.15 | 8.80@8.95 | 8.50@8.70 | 8.75@8.90 | 8.85@8.95 |
| PACKING SOWS: | | | | | |
| (275-350 lbs.) good | 8.25@8.45 | 8.00@8.15 | 8.25@8.35 | 8.25@8.40 | 8.10@8.25 |
| (350-425 lbs.) good | 8.25@8.40 | 7.90@8.10 | 8.20@8.30 | 8.20@8.35 | 8.10@8.15 |
| (425-550 lbs.) good | 8.20@8.35 | 7.80@8.00 | 8.10@8.25 | 8.00@8.25 | 8.00@8.10 |
| (275-550 lbs.) medium | 7.50@8.25 | 7.35@7.90 | 7.50@8.15 | 7.25@8.25 | 7.25@8.10 |
| SLAUGHTER PIGS: | | | | | |
| (100-140 lbs.) gd-ch. | 7.75@9.00 | 7.50@8.65 | 7.00@8.25 | 7.00@8.25 | 7.50@8.25 |
| Medium | 7.25@8.75 | 6.75@8.40 | 6.00@8.00 | 5.25@7.75 | 6.50@8.15 |
| Av. cost & wt. Wed. (pigs ex.) | 9.00-251 lbs. | 8.84-216 lbs. | 8.53-229 lbs. | 8.73-239 lbs. | |
| Slaughter Cattle, Calves and Vealers: | | | | | |
| STEERS: | | | | | |
| (550-900 lbs.) choice | 11.25@14.00 | 10.50@12.50 | 10.25@13.00 | 10.00@12.75 | 10.50@13.25 |
| Good | 10.50@12.75 | 9.25@11.50 | 9.50@12.50 | 9.00@11.75 | 9.50@12.15 |
| Medium | 8.50@10.75 | 7.50@10.00 | 7.75@10.25 | 7.25@9.75 | 7.50@10.25 |
| Common | 6.50@9.00 | 6.25@8.50 | 5.75@8.50 | 5.75@8.25 | 6.00@8.50 |
| STEERS: | | | | | |
| (900-1,100 lbs.) choice | 12.75@14.50 | 11.50@13.25 | 12.50@14.00 | 11.75@13.50 | 12.25@13.85 |
| Good | 10.75@13.75 | 10.00@12.50 | 10.25@13.25 | 9.75@12.25 | 10.25@13.00 |
| Medium | 9.00@11.00 | 8.50@10.25 | 8.50@10.50 | 8.25@10.50 | 8.50@10.65 |
| Common | 7.00@9.25 | 6.50@8.75 | 6.00@9.00 | 6.00@9.00 | 6.25@8.90 |
| STEERS: | | | | | |
| (1,100-300 lbs.) choice | 13.75@15.00 | 12.50@13.75 | 13.25@14.00 | 12.25@14.00 | 13.00@14.25 |
| Good | 11.00@14.00 | 10.25@13.25 | 10.50@13.25 | 10.50@13.25 | 10.65@13.15 |
| Medium | 9.25@11.50 | 8.75@10.75 | 9.00@11.00 | 9.00@11.00 | 8.90@10.90 |
| STEERS: | | | | | |
| (1,300-1,500 lbs.) choice | 14.00@15.00 | 13.25@13.75 | 13.25@14.25 | 13.00@14.00 | 13.00@14.25 |
| Good | 11.50@14.00 | 10.75@13.25 | 11.00@13.25 | 11.00@13.00 | 10.65@13.15 |
| HEIFERS: | | | | | |
| (550-750 lbs.) choice | 10.50@12.00 | 10.25@11.25 | 10.00@11.00 | 9.75@11.00 | 9.50@11.25 |
| Good | 9.75@10.50 | 9.00@10.25 | 9.00@10.00 | 8.50@10.25 | 8.75@10.25 |
| Com-med. | 6.00@9.75 | 6.00@9.00 | 5.25@9.25 | 5.25@9.00 | 5.25@9.25 |
| HEIFERS: | | | | | |
| (750-900 lbs.) gd-ch. | 9.75@12.25 | | 9.25@11.25 | 9.00@11.25 | 9.25@11.75 |
| Com-med. | 6.00@9.75 | | 5.25@9.25 | 5.25@9.00 | 5.50@9.25 |
| COWS: | | | | | |
| Good | 7.50@10.00 | 6.50@8.00 | 7.25@8.50 | 7.00@8.25 | 7.00@8.25 |
| Com-med. | 5.00@7.50 | 4.50@6.50 | 4.75@7.25 | 5.00@7.00 | 4.75@7.00 |
| Low-cut-cut | 3.25@5.00 | 2.75@4.50 | 3.10@4.75 | 2.75@5.00 | 3.00@5.00 |
| BULLS: (Yr. Ex.) (Beef) | | | | | |
| Good | 5.75@7.25 | 5.75@6.25 | 5.75@6.50 | 5.25@5.75 | 5.35@6.25 |
| Cut-med. | 4.25@5.75 | 4.25@5.75 | 4.25@6.00 | 4.00@5.25 | 3.75@5.00 |
| VEALERS: | | | | | |
| Gd-ch. | 8.00@10.50 | 9.25@10.25 | 7.00@8.50 | 7.00@9.50 | 6.25@9.00 |
| Medium | 6.50@8.00 | 8.00@9.25 | 5.50@7.00 | 6.50@7.50 | 5.00@6.75 |
| Cut-com. | 4.50@6.50 | 3.00@8.00 | 3.50@5.50 | 4.00@6.50 | 3.00@5.50 |
| CALVES: | | | | | |
| (250-500 lbs.) gd-ch. | 7.50@10.50 | 6.50@9.50 | 6.50@10.00 | 7.00@9.50 | 6.50@10.00 |
| Com-med. | 4.50@7.50 | 3.50@6.50 | 3.50@6.50 | 3.50@7.25 | 4.00@7.00 |
| Slaughter Sheep and Lambs:** | | | | | |
| SPRING LAMBS: | | | | | |
| Choice | | | | 8.50@9.50 | |
| Good | | | | 7.50@8.50 | |
| Medium | | | | 6.25@7.50 | |
| LAMBS: | | | | | |
| (90 lbs. down) gd-ch.* | 7.75@8.60 | 7.65@8.25 | 7.85@8.25 | 7.35@8.25 | 7.50@8.35 |
| Com-med. | 6.75@7.85 | 6.00@7.75 | 6.25@7.85 | 5.25@7.35 | 7.75@7.50 |
| (90-98 lbs.) gd-ch.* | 7.00@8.60 | 7.50@8.25 | | | 7.50@8.35 |
| YEARLING WETHERS: | | | | | |
| (90-110 lbs.) gd-ch. | 6.85@7.50 | 6.75@7.25 | 6.00@7.00 | 6.25@7.00 | 6.00@7.00 |
| Medium | 6.25@7.00 | 6.00@6.75 | 5.50@6.00 | 5.00@6.25 | 5.25@6.00 |
| EWES: | | | | | |
| (90-120 lbs.) gd-ch. | 4.00@5.25 | 4.00@5.15 | 3.75@5.10 | 4.00@4.75 | 3.75@5.00 |
| (120-150 lbs.) gd-ch. | 3.75@5.25 | 3.75@5.00 | 3.50@4.75 | 3.75@4.50 | 3.50@5.00 |
| (All weights) com-med. | 2.75@4.25 | 2.50@4.00 | 2.50@3.75 | 1.75@4.00 | 2.25@3.75 |

*Quotations based on ewes and wethers.

**All quotations on full woolled basis.

CANADIAN LIVESTOCK PRICES

Leading Canadian centers, top livestock prices, week April 3, 1935:

| BUTCHER STEERS. | Up to 1,050 lbs. | Week ended April 3. | Prev. week. | Same week, 1934. |
|--------------------|------------------|---------------------|-------------|------------------|
| Toronto | \$7.50 | \$7.50 | \$6.50 | |
| Montreal | 7.25 | 7.00 | 6.25 | |
| Winnipeg | 7.00 | 7.00 | 6.00 | |
| Calgary | 6.75 | 6.50 | 5.00 | |
| Edmonton | 6.25 | 6.00 | 4.75 | |
| Prince Albert | 5.50 | 5.25 | 4.00 | |
| Moose Jaw | 5.50 | 5.50 | 4.50 | |
| Saskatoon | 5.00 | 5.00 | 4.75 | |
| SELECT BACON HOGS. | | | | |
| Toronto | \$9.10 | \$8.85 | \$8.75 | |
| Montreal | 9.35 | 9.10 | 8.75 | |
| Winnipeg | 8.65 | 8.25 | 7.75 | |
| Calgary | 8.25 | 8.10 | 7.60 | |
| Edmonton | 8.25 | 8.00 | 7.35 | |
| Prince Albert | 8.20 | 7.85 | 7.45 | |
| Moose Jaw | 8.40 | 8.00 | 7.50 | |
| Saskatoon | 8.25 | 7.85 | 7.45 | |
| GOOD LAMBS. | | | | |
| Toronto | \$7.00 | \$7.10 | \$8.50 | |
| Montreal | 8.00 | 8.00 | 8.00 | |
| Winnipeg | 6.45 | 6.00 | 7.50 | |
| Calgary | 5.25 | 5.25 | 6.75 | |
| Edmonton | 5.75 | 5.00 | 7.00 | |
| Prince Albert | 5.00 | 5.00 | 6.25 | |
| Moose Jaw | 4.15 | 4.15 | 6.25 | |
| Saskatoon | 4.00 | 4.00 | 6.25 | |

Watch "Wanted" page for bargains.

SAUSAGE CAMPAIGN

(Continued from page 14.)

plemented with two displays featuring liver sausage and bologna, and the use of sausage in appetizers.

During the third week of the campaign, beginning May 20, cooked ham and a cold plate showing an assortment of sausages and "ready-to-serve" meats will be featured.

The final week of the campaign, beginning May 27, will be given over to the display of loaf goods, and a "repeat" display on frankfurters.

The display material is in ten colors, varnished, and mounted on a heavy display board with easels. Each of the pieces is suitable for display inside of the store as well as for use in the window.

Other Campaign Aids

3. Other points about the campaign include the preparation of articles on sausage for possible use by newspapers and magazines; layouts of advertising on sausage, to be used by sausage dealers, and for distribution to business managers of newspapers; and local efforts throughout the country at points where dealers and manufacturers are cooperating to increase interest in sausage and "ready-to-serve" meats.

Details of the campaign will be handled by the special sub-committee of the governing committee of the National Organization of Sausage Manufacturers, working in cooperation with the department of public relations and trade of the Institute.

The campaign is open to every sausage manufacturer and packer who wishes to take part in it. Complete information about the campaign, including proofs of the display material in colors, will be sent to any packer or sausage manufacturer who requests it from the National Organization of Sausage Manufacturers, 59 East Van Buren st., Chicago, or to THE NATIONAL PROVISIONER, 407 So. Dearborn st., Chicago.

CONSUMER-PACKER DOLLAR

(Continued from page 14.)

most all of this margin has been spent for payrolls, supplies, transportation and other necessary items of expense.

"The two-and-a-half cent margin, which includes all the costs of turning livestock into meat, is kept at a minimum by the spirited competition of more than 700 packing companies regularly purchasing live stock for slaughter. The various expenses such as taxes, etc., involved in that margin ordinarily do not change greatly from one year to the next and have increased little if any during the past year when prices have been above the abnormally low levels of 1932 and 1933."

Discussing labor cost in processing livestock products Mr. Woods pointed

out that, of the approximately \$200,000,000 paid out by the industry in wages and salaries in 1934, nearly \$150,000,000 went to its 131,000 wage earners, averaging about \$100 per month.

MORE BEEF FROM CANADA

Fresh and frozen beef imported at New York from Canada totaled 110,713 lbs. for the week ended April 11, a slight gain over preceding week. Heavy shipments of edible mutton tallow totaling 923,331 lbs. were received from New Zealand. Canned beef imports were slightly higher than for week ending April 4, amounting to 623,000 lbs.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to Apr. 12, 1935, show exports from that country were as follows: To the United Kingdom, 155,363 quarters; to the Continent, 26,273 quarters. Exports the week ending Apr. 5 were: To England, 17,812 quarters; to the Continent, 667 quarters.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Apr. 12, 1935, with comparisons, are reported as follows:

| PACKER HIDES. | | | |
|------------------------|---------------------|---------------|------------------|
| | Week ended Apr. 12. | Prev. week. | Cor. week, 1934. |
| Spr. nat. str. | 11 1/2 @ 12n | @ 11n | 11 @ 11 1/2n |
| Hvy. nat. str. | @ 11 | @ 10 1/2b | @ 11 |
| Hvy. Tex. str. | @ 11n | @ 10 1/2 | @ 11 |
| Hvy. butt brand str. | @ 11 | @ 10 1/2b | @ 11 |
| Hvy. Col. str. | @ 10 1/2b | @ 10b | @ 10 1/2 |
| Ex-light Tex. str. | @ 8 1/2n | @ 8 | @ 10 1/2 |
| Brnd'd cows. | @ 8 1/2b | @ 8b | @ 10 1/2 |
| Hvy. nat. cows | @ 9 | @ 8 1/2 | @ 10 1/2 |
| Lt. nat. cows | @ 9 | @ 8 1/2 | @ 11 |
| Nat. bulls | @ 8 | @ 7 | @ 8ax |
| Brnd'd bulls. | @ 7n | @ 6 | @ 7ax |
| Calfskins ... 12 | @ 15 1/2 | 12 @ 15 1/2 | 14 @ 17 |
| Kips, nat. ... | @ 10 1/2 | @ 10 1/2 | @ 13 |
| Kips, ov-wt. ... | @ 9 1/2 | @ 9 1/2 | @ 12 |
| Kips, brnd'd ... 7 1/2 | @ 8 | 7 1/2 @ 8 1/2 | @ 11 |
| Slunks, reg. ... 45 | @ 70. | @ 65 | 85 @ 1.00n |
| Slunks, hrls. ... 40 | @ 50 | 40 @ 50 | 40 @ 50 |

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

| | | | |
|----------------------|---------------|----------------|--------------|
| Nat. all-wts. | 8 1/2 @ 8 1/2 | 5 @ 8 1/2n | 10 1/2 @ 11 |
| Branded ... | @ 8n | 7 1/2 @ 7 1/2n | 10 @ 10 1/2 |
| Nat. bulls ... 7 | @ 7 1/2n | 6 1/2 @ 7n | 7 1/2 @ 8 |
| Brnd'd bulls. | 6 @ 6 1/2n | 5 1/2 @ 6n | 6 1/2 @ 7 |
| Calfskins ... 10 | @ 12 | 9 1/2 @ 11 1/2 | 12 1/2 @ 14 |
| Kips ... | @ 9 1/2 | 5 @ 9 | 12 1/2 @ 13n |
| Slunks, reg. ... 40 | @ 50n | 40 @ 50n | 60 @ 75n |
| Slunks, hrls. ... 20 | @ 30n | 20 @ 30n | 30 @ 40n |

COUNTRY HIDES.

| | | |
|-------------------------------|---------------|---------------|
| Hvy. steers ... 5 1/2 @ 5 1/2 | 5 @ 5 1/2 | 7 1/2 @ 7 1/2 |
| Hvy. cows ... 5 1/2 @ 5 1/2 | 5 @ 5 1/2 | 7 1/2 @ 7 1/2 |
| Bulls ... 5 1/2 @ 5 1/2 | 5 @ 5 1/2 | 8 1/2 @ 9 |
| Extremes ... 7 @ 7 1/2 | 6 1/2 @ 7 | 10 @ 10 1/2 |
| Bulls ... 3 1/2 @ 3 1/2 | 3 1/2 @ 3 1/2 | 5 @ 5 1/2 |
| Calfskins ... 7 @ 7 1/2 | 7 @ 7 1/2 | @ 10 |
| Kips ... 6 @ 6 1/2 | 6 @ 6 1/2 | @ 10 |
| Light calf ... 30 @ 50n | 30 @ 50n | 50 @ 60n |
| Deacons ... 30 @ 50n | 30 @ 50n | 50 @ 60n |
| Slunks, reg. ... 20 @ 35n | 20 @ 35n | @ 20n |
| Slunks, hrls. ... 5 @ 10n | 5 @ 10n | @ 10n |
| Horsehides ... 2.65 @ 3.15 | 2.60 @ 3.35 | 3.00 @ 3.50 |

SHEEPSKINS.

| | | |
|---------------------------------|-------------|-------------|
| Pkr. lambs ... 1.60 @ 1.80 | 1.60 @ 1.80 | 2.00 @ 2.20 |
| Sml. pkr. lambs ... 1.10 @ 1.25 | 1.10 @ 1.35 | 1.50 @ 1.65 |
| Pkr. shearings ... @ 65 | @ 70 | 75 @ 80 |
| Dry pelts ... 10 1/2 @ 11 1/2 | 10 1/2 @ 12 | 14 @ 15 1/2 |

N. Y. FUTURE HIDE PRICES

Saturday, Apr. 6, 1935—Close: June 9.52@9.57; Sept. 9.85 sale; Dec. 10.17 sale; Mar. 10.43@10.48; sales 29 lots. Closing unchanged to 4 higher.

Monday, Apr. 8, 1935—Close: June 9.50 n; Sept. 9.81 sale; Dec. 10.15 sale; Mar. 10.43n; sales 47 lots. Closing unchanged to 4 lower.

Tuesday, Apr. 9, 1935—Close: June 9.64 sale; Sept. 9.96 sale; Dec. 10.29 sale; Mar. 10.58@10.60; sales 84 lots. Closing 14@15 higher.

Wednesday, Apr. 10, 1935—Close: June 9.73 sale; Sept. 10.05@10.06; Dec. 10.37@10.43; Mar. 10.66n; sales 151 lots. Closing 8@9 higher.

Thursday, Apr. 11, 1935—Close: June 9.90@9.91 sales; Sept. 10.20@10.25; Dec. 10.51@10.53 sales; Mar. 10.80n; sales 145 lots. Closing 14@17 higher.

Friday, Apr. 12, 1935—Close: June 9.92@9.94; Sept. 10.26 sale; Dec. 10.58@10.60; Mar. 10.86@10.93; sales 102 lots. Closing 2@7 higher.

There will be no session of hide futures market on Good Friday, Apr. 19th, or Sat., Apr. 20th.

MEAT INSPECTION CHANGES

Changes in the federal meat inspection are reported officially as follows:

Meat inspection extended—Miller & Hart, Providence, R. I., to include Withington & Co. Inc.; A. Fink & Sons Co., Inc., Newark, N. J., to include A. Fink & Sons Inc., and Dunlevy-Franklin Corp.; European Kosher Provision Manufacturing Co., New York, N. Y., to include Real Kosher Sausage Co., Inc.

Meat inspection withdrawn—Armour & Co., Commerce and Government sts., Mobile, Ala.; Jacob Dangler & Son, Inc., 722 Myrtle ave., Brooklyn, N. Y.; Worcester Rendering Co., Auburn, Mass. Richardson & Robbins Co., Dover, Del.; John Groce & Son, Inc., West High st., Circleville, O.; Withington & Co., Inc., 643 Elmwood ave., Providence, R. I. From subsidiary: Roberts & Withington, Inc., under establishment 260-A, Miller & Hart, Providence, R. I.; Bushwick Pork Packing Co. Inc., Begley Food Products Co., and American Provisions Export Co., under establishment 405, A. Fink & Sons, Inc.

Change of name of official establishment—Kingan & Co. Inc., 8th and Calhoun sts., Philadelphia, Pa., and Kingan Provision Co., instead of Kingan Provision Co.; Kingan & Co. Inc., 700-728 Brooks ave., New York, N. Y., and Kingan Provision Co., instead of Kingan Provision Co.; Agar Packing & Provision Corp., 4057 S. Union st., Chicago, Ill., instead of Agar Packing & Provision Co.; A. Fink & Sons, Co. Inc., 810 Frelinghuysen ave., Newark, N. J., instead of A. Fink & Sons, Inc.; S. Sorich & Sons, 3831-3833 S. Halsted st., Chicago, Ill., instead of Delizia Sausage Manufacturing Co.



Hides and Skins

Weekly Market Review

Chicago

PACKER HIDES—Another half-cent advance was paid early this week on packer hides of all descriptions, although in a small way on light cows, and late this week a further half-cent advance was paid on couple cars branded steers at New York, presumably going to Exchange operators. Total sales at Chicago were slightly over 50,000 hides, including 3,800 by the Association.

As week closes, market appears very firm. Packers apparently sold all popular descriptions they desired to move this week and are declining further business on everything except light native cows; these are firmly held at half-cent advance and lower bids being declined.

Steers advanced first, when two packers sold 4,800, mostly March, at 11c; Association sold 800 Aprils same basis. Extreme light native steers quoted 9c, nom. Total of 4,900 March butt branded steers sold at 11c, and 4,000 Dec. forward at 11c; 8,000 Colorados, mostly March, sold at 10½c. Two packers sold 2,000 light Texas steers at 10c; heavy Texas quoted 11c, nom., and extreme lights, 8c, nom.

One packer sold 9,000 Feb.-Mar. heavy native cows at 9c, and Association 1,000 Aprils at 9c. Bids of 8½c declined for light native cows; Association sold 1,000 Aprils at 9c, up ½c, presumably to a dealer; one packer offering Nov. to Feb. light cows at 9c, not offering later take-off. Three packers sold 11,000 March-April branded cows at 8½c, and Association 1,000 same basis.

One packer sold 1,500 Feb.-Mar. native bulls late last week at 7½c, and 1,500 more late this week at 8c, or a full cent over last week.

An outside packer also sold around 12,000 April hides late this week, light native cows at 9½c or ¼c up, native steers at 11½c or further ½c up, other descriptions at above prices.

Federal inspected cattle slaughter for March was 690,796 head, against 771,244 for same month last year.

SMALL PACKER HIDES—Chicago small packer all-weights quoted 8½@8½c, nom., for natives, ½c less for branded. Outside small packer lots quotable 7½@8c, selected, for good natives.

PACIFIC COAST—One Pacific Coast packer sold 4,000 Feb.-Mar. hides early at 8½c for steers and 6½c for cows, flat, f.o.b. Los Angeles, or ¼c up for steers; further trading same basis. Later around 25,000 March hides sold at 9c for steers and 7c for cows, flat, f.o.b. shipping points.

FOREIGN WET SALTED HIDES—

Argentine hides rather quiet early, with higher prices asked. Late this week 5,000 LaPlatas sold equal to 11¼@11½c, c.i.f. New York, or ¼c over last week.

COUNTRY HIDES—The country market is not responding to higher prices paid for packer hides. This market derives its main support from upper leather buyers, who are not very active at the moment and inclined to take on offerings only when favorably priced. Dealers cannot buy hides at interior points low enough to operate at prices available for tanner selections, since collectors at interior points are inclined to hold their hides. All-weights quoted 5½@6c, selected, delivered, with top reported paid in some instances. Heavy steers and cows 5¼@5½c, nom. Buff weights 5½@6c, with top possible for choice lots. Extremes quoted around 7c, trimmed, although higher asked. Bulls and glues 3½@3¾c, delivered. All-weight branded round 4¼@4½c, flat, less Chicago freight.

CALFSKINS—Last trading in packer calf was March heavies, 9½/15-lb., at 15½c for northern points and 13½c for River points; March lights, under 9½-lb., last sold at 12c. Packers firmer in their views at present, asking 13c for lights, some not offering heavies at the moment. Heavy movement in recent weeks has placed market in stronger position.

Chicago city calfskins being quoted at 10c for the 8/10-lb., which was paid for a small lot, or ½c up from last week's bid; the 10/15-lb. last sold at 11½c but quoted 12c, nom. Outside cities, 8/15-lb., quoted around 10½c, nom.; mixed cities and countries around 8½@8¾c; straight countries 7@7½c. Chicago city light calf and deacons last sold at 80c; bidding 77½c but offerings scarce.

KIPSKINS—Last trading in packer kipskins, late previous week, was March northern natives at 10½c, and Jan.-Feb. northern over-weights at 9½c. Recent sales have strengthened this market's position.

Chicago city kipskins quoted around 9½c, nom., with last sale at 9c. Outside cities quoted around 9c; mixed cities and countries around 7½c; straight countries 6@6½c.

Packer March regular slunks last sold at 65c, with 70c now asked.

HORSEHIDES—Market continues slow on horsehides; good city renderers, with full manes and tails, quoted \$3.00 @3.15, with \$3.00@3.05 quoted for actual business; mixed city and country lots \$2.65@2.75, selected; No. 2's 50c less, ponies and glues at half-price.

SHEEPSKINS—Dry pelts quoted around 11c nom., Chicago, for full wools, with 10½c best bid at moment and slightly better asked. Production of shearlings increasing but more No. 2's coming at present than fresh clips, while this condition was reversed last week; practically no No. 1's coming at present. One big packer sold some No. 2's alone at 55c; offerings are available at 60@65c for No. 1's, 55@57½c for No. 2's, and 35c for clips. Small packer shearlings quotable at half-price. Pickled skins slightly easier and can be sold at \$3.25, which was reported paid, with off-grades out and being discounted around \$1.00. Big packer woolled pelts still coming in fair quantity and market quoted \$1.90@2.00 per cwt. live lamb, or \$1.60@1.80 each; well cleaned up at present. Outside small packer pelts quoted \$1.10@1.25 each, with small ones out.

New York

PACKER HIDES—One packer late this week sold a car each April butt branded steers at 11½c, and Colorados at 11c, destination unknown but some inclined to believe sold to Exchange operator. These prices ½c over Chicago sales early this week, or full cent over last week. A car of all-weight cows sold early in the week at 8c, steady.

CALFSKINS—Market has firmed up on calfskins and some trading more or less expected late this week to clarify prices. Last reported sales of collectors' calf were 4-5's at 80c, 5-7's at 90c, 7-9's at \$1.25, and 9-12's at \$2.10; last sales of packer calf were 7-9's at \$1.40 and 9-12's at \$2.20, prior to collectors' sales. Now bidding 5c higher for collectors' calf, with packers quotable 10@15c over cities.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for week ended Apr. 6, 1935, were 3,868,000 lbs.; previous week, 5,227,000 lbs.; same week last year, 6,412,000 lbs.; from Jan. 1 to Apr. 6 this year, 76,944,000 lbs.; same period year ago, 69,570,000 lbs.

Shipments of hides from Chicago for week ended Apr. 6, 1935, were 5,534,000 lbs.; previous week, 9,366,000 lbs.; same week last year, 8,594,000 lbs.; from Jan. 1 to Apr. 6 this year, 105,176,000 lbs.; same period year ago, 72,263,000 lbs.

TANNERS' COUNCIL TO MEET

Tanners' Council of America will hold its spring meeting at the Waldorf-Astoria, New York City, on May 1. There will be a general discussion of current problems, including NRA and the drought hide situation, and a luncheon will be held which allied trades may attend.

See "Wanted" Page for bargains.



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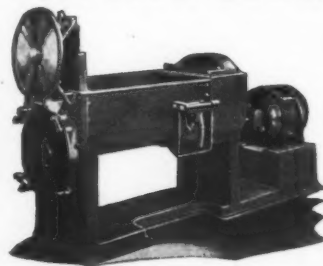
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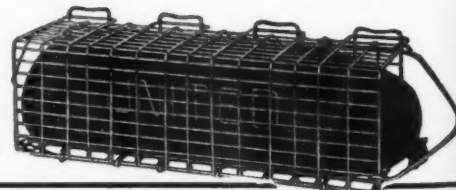
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Up and down the



MEAT TRAIL



MEAT PACKING 25 YEARS AGO

(From The National Provisioner, April 16, 1910.)

Livestock leaders testifying in the Senate investigation on the high cost of living produced figures to show that high meat costs were due to livestock scarcity. "Were it not for the packers," said the president of the national livestock producers' association, "many of the stockmen would have to go out of business."

David Rankin, who farmed 30,000 acres in Missouri and Iowa, said that meat would never again be cheap in the United States. "I don't see how the packers can make much on meat," said he. "There is an actual shortage of hogs, and no cheap land left on which to raise cattle. The law of supply and demand is alone responsible for high meat prices."

Hogs were scarce, and good heavy hogs made up the bulk of Chicago receipts. Three Chicago packers were entirely out of the market, and one large packer could have killed in one day his entire week's purchases.

Exports of lard for the 9 months ending March, 1910, were 280,039,527 lbs., compared to 395,087,959 lbs. for the same period of 1909.

Butter was 36c lb. in Germany, and thousands signed an agreement to abstain from its use until prices were reduced.

Meat shortage and resultant high prices caused another strike of kosher butchers in New York City.

The "Michael Cudahy Chair of Mathematics" at the Catholic University, Washington, D. C., was named in honor of Michael Cudahy, of the Cudahy Packing Co.

Work began on the new 3 million dollar packing plant of the S. & S. Company at Oklahoma City.

CHICAGO NEWS OF TODAY

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 21,409 cattle, 5,181 calves, 19,242 hogs and 40,970 sheep.

Provision shipments from Chicago for the week ended April 6, 1935, with comparisons, were reported as follows:

| | Week Apr. 6 | Previous Week | Same Week '34 |
|-------------------|----------------|------------------|------------------|
| Cured Meats, lbs. | 17,083,000 | 14,679,000 | 15,308,000 |
| Fresh Meats, lbs. | 33,838,000 | 30,959,000 | 45,523,000 |
| Lard, lbs. | 3,431,000 | 2,784,000 | 6,987,000 |

John W. Hall, packinghouse products broker, left this week for a trip to

California. "I'm going to take a needed rest," says John. His recipe for living a long and happy life is one worth following.

Lester L. Roth, Roth-Blum Packing Co., San Francisco, Calif., was a visitor to Chicago this week.

Fred Cahn, the "stockinette king," returned this week from a vacation trip to Mexico, bringing his bull with him—that is, some very interesting moving pictures of a bull fight which he witnessed on his trip.

J. W. McCaughna, former sales manager, Virden Packing Co., So. San Francisco, Calif., was in Chicago this week on his first Eastern visit in several years.

Vice president I. M. Hoagland, Armour and Company, was back at his desk this week after a five months' absence due to illness. Ike has his old pep back again, and those who don't stick to their price lists had better look out.

Edward Wilson, president, Wilson & Co., left recently for a European trip, including a Mediterranean cruise.

Dr. C. E. Gross, chemist, John Mor-

rell & Co., Ottumwa, Ia.; N. S. Cone, sales manager, vac-cooked meat department, Rath Packing Co., Waterloo, Ia., and D. J. McVey, canned meat department, Kingan & Co., Indianapolis, Ind., were visitors to Chicago this week.

Wm. Kaspar, assistant sales manager, Dold Packing Co., Omaha, Nebr., was in Chicago during the week.

O. Neesvig, president, Madison Packing Co., Madison, Wis., spent several days in Chicago this week. He is putting out a new sausage product, the chief ingredient of which is fish.

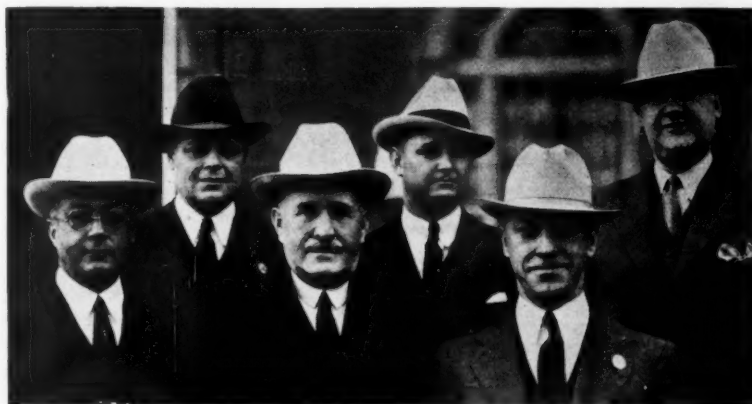
Harry Altman and A. A. Levinson, Shellabarger Grain Products Co., Decatur, Ill., were Chicago visitors during the past week.

R. C. Pollock, general manager, National Live Stock and Meat Board, was in Minneapolis on Tuesday and Wednesday.

H. A. Elliott, vice president, Elliott & Co., Duluth, Minn., was in the city during the past week.

Frank A. Kohrs, president, Kohrs Packing Co., Davenport, Ia., made a recent business trip to Chicago.

W. F. Etz, provision department, Wilson & Co., is on a business trip of two



ARMOUR AMBASSADORS OF GOOD WILL.

R. H. Cabell, president of Armour and Company, brought a real understanding of meat industry problems and a plea for closer relationship between agriculture and business to civic groups before which he recently spoke in Armour plant communities. He asked for support of producers who were improving livestock quality, and pointed out that there was no profit for anyone in continued livestock shortages.

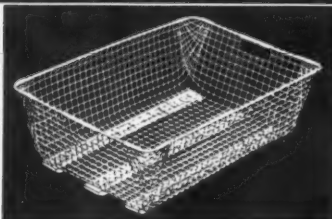
Plant communities visited on these trips were Fort Worth, Tex., East St. Louis, Ill., St. Paul, Minn., Fargo, So. Dak., Sioux City, Ia., Omaha, Neb., Oklahoma City, Okla., and Kansas City, Mo.

The picture shows a group at the Fort Worth meeting. In the lower row, left to right—Philip L. Reed, vice president and treasurer; R. H. Cabell, president; H. G. Mills, vice president in charge of plants. Upper row, left to right—A. A. Lund, general manager, Fort Worth plant; John Collier, president, Fort Worth Poultry & Egg Co.; R. D. MacManus, director public relations.

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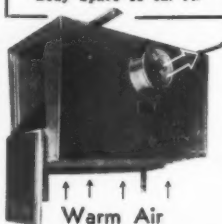
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NEW YORK NEWS NOTES

Chicago visitors to New York last week included W. J. Cawley, vice president; Leo Bartenstein, engineering and construction department; J. Boyd, smoked beef department; H. Morgan, oleomargarine department, and A. A. Robinson, laboratory department, all from Wilson & Co.; R. D. Hebb, public relations department, Swift & Company, and Harry A. Russell, hotel and institutional department, Armour and Company.

Michael Hoffman, East Side Beef Corporation and East Side Packing Company, New York, passed away on March 30. Mr. Hoffman was very well known in retail and wholesale meat circles.

Employees Social Club of the New York Butchers' Dressed Meat Company will hold a dance and entertainment on May 11 at the Pennsylvania hotel. Arrangements are in the able hands of John McHugh, William H. Hill and Miss Mary M. Fox. Lester Weyant is in charge of publicity.

Homer, Richard and Donald, the young sons of A. E. Nelson, district branch house manager, Wilson & Co., were in New York last week to attend the annual banquet of Hobart College, Geneva, N. Y., where they are students. Mr. Nelson is rightfully proud of the fact that two of his boys are members of the Hobart college quartette.

Meat, fish and poultry seized and destroyed by the health department of the city of New York during the week ended April 6, 1935, were as follows: Meat—Brooklyn, 183 lbs.; Manhattan, 2,328 lbs.; Bronx, 1 lb.; Queen, 12 lbs.; total, 2,524 lbs. Fish—Brooklyn, 29 lbs.; Manhattan, 21 lbs.; total, 50 lbs. Poultry—Manhattan, 170 lbs.

F. A. Cassidy, who has been with the Jersey City Stock Yards for more than fifteen years, was elected president on April 1, to succeed R. C. Bonham, the

former president, who passed away on March 19.

Fort Greene Marketmen's Association, Brooklyn, will hold its annual entertainment and reception on April 20 at Columbus Club, Prospect Park West, Brooklyn. Officers of this association include, James A. Walpole, president; Charles E. De Coster, first vice president; Murray Fisher, second vice president; Nick Garafalo, third vice president; Abe Senft, treasurer; Phil Lockfeld, financial secretary; Frank Haneman, recording secretary; Frank Smith, corresponding secretary, and Charles Rogals, sergeant-at-arms. Eugene Walter is chairman of the board of directors, whose members also include Joseph Kaufman, Eugene McMullen, Joseph O'Keefe, Kenneth L. O'Neill, Peter A. Smith, Hyman Tantleff, Peter Di Giovanni and George Comer. Public relations for the association are in charge of Henry Meyer.



MUCH BEHIND THIS DOOR.

Entrance to the modern plant of E. Kahn's Sons Co., Cincinnati, O. Behind it, thanks to Louis and Albert Kahn and their organization, is one of the best-equipped and operated meat packing plants in the industry.

COUNTRYWIDE NEWS NOTES

A meat-slicing demonstration at the plant of the Wm. Focke's Sons Company, Dayton, O., on April 7 attracted several thousand consumers and trade visitors. It was a real "open house" in the characteristic Focke style of hospitality, and a lot of people had the opportunity of learning about the quality and attractiveness of various Focke meat products.

Mathilde Schmidt, secretary of the Cincinnati Butchers' Supply Corp., left this week on a three months vacation trip to Europe.

George E. Sellmayer, president, Sellmayer Packing Co., Baltimore, Md., won the nomination for president of the Baltimore city council in the democratic city primary, which assures his election to the office.

Armour and Company is reported to be negotiating for the plant and business of the Virden Packing Co., So. San Francisco, Calif. Armour recently leased the plant of the Hauser Packing Co., Los Angeles.

Edward Heinz, proprietor of the Heinz Riverside Abattoir, Baltimore, Md., is vacationing in Florida, accompanied by his daughter, Edna Heinz, and Sam Nixdorf, who is the company auditor.

R. E. Kinnan has retired as manager for Armour and Company at Tacoma, Wash., to enter the real estate business. He is succeeded by Herman A. Karlen.

W. F. Rayhill, sales manager, Rochester Packing Co., Rochester, N. Y., is now assistant general manager of the company. Fred J. Clark, district sales manager at Syracuse, has been appointed assistant sales manager.

Madison Packing Co., Madison, Ill., has recently announced adoption of a group life insurance policy involving \$58,500 for the protection of its 51 employees. The policy was issued by the Prudential Insurance Company of America and is of the contributory type, the employees sharing with the employing company in payment of the premiums. The individual amount of insurance allotted to the employees ranges from \$1,000 to \$2,500, according to rank.

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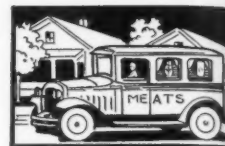
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Member of New York Produce Exchange
and Philadelphia Commercial Exchange



For the Retail Meat Dealer



How One Dealer Succeeds

I.—By Putting Himself in His Customer's Place

HUMAN psychology mixed with the "golden rule" is the recipe for maintaining a steady and successful business used by Carl Fredberg, a Chicago retail meat dealer.

"I always try to put myself in my customer's place," he said, "and I say to myself, 'How would I want to be handled if I were on the other side of the counter?' Of course, I sometimes have to add: 'If I were that kind of a person.' Because there are so many different types you have to size up the person you are dealing with."

Mr. Fredberg has had ample opportunity to use his skill in judging people during the present trend in meat prices. Right at this time the meat markets of the country might serve as a splendid cross-section of popular opinion. And, according to Mr. Fredberg, the present administration would not be greatly flattered if they could hear the remarks of his customers.

Opportunity in High Prices

They have rather scathing things to say about destruction of hogs to the point that now there is not enough pork to fill their needs, even if they could pay the high prices which the scarcity of the product has brought about.

However, these discussions are not encouraged in the shop. "Keep the mind of the customer away from unpleasant discussions—on prices or on the depression," the clerks have been instructed.

Some of the customers have been coming to the shop for years. Mr. Fredberg is a great believer in "kidding" these people when they complain of prices. "A little joke puts everybody in a better frame of mind," he says. When new customers, and sometimes the old ones, complain of prices, less expensive cuts are suggested and the sale is saved.

Some of them found it difficult to buy hamburger when it reached 25c a pound. Mr. Fredberg bought some chucks which he boned and was able to grind and sell for 18c. In this way he held these customers until their buying power increased—the same people, he said, who back in 1929 thought nothing of paying 45c and 50c for pork chops.

No Cut or Ground Meat on Hand

"When I went into business a good many years ago," said Mr. Fredberg, "I decided if I could prove to the public

that they couldn't get along without me, I might hope for success. That is why I try, always, to put myself in their place. I never cut any meat in advance of sales. People like to see their meat cut up and I don't blame them. I would, in their place. Also, I never have any ground meat in my shop. When a customer orders ground round steak, she can see that is exactly what she is getting.

"Another thing. I never allow my clerks to take advantage of telephone orders, or of children sent to the shop by their mothers. You know, that's a big temptation. When the customer isn't there to see what she gets, it would be easy to make a few extra cents on each order. But it pays to be honest. That's the way you gain the confidence of your customer.

Psychology in Selling

"It's interesting to try and judge your new customers as they come into the shop. Some people come in and don't ask about price. They are interested only in quality of the meat. You know you have a sale.

"Others come in and ask for the price of pork chops, let us say. Then they want to know the price of lamb chops

or a veal cutlet. These people are hard to sell. If price is the only thing that interests them, it isn't good meat they are looking for. *That's where salesmanship comes in.* You have to convert them to the value of good meat.

"But sometimes they surprise you. Maybe they have had bad treatment elsewhere, and think you are another just like all the rest.

"One day a woman came into the market, and she was mad. It was written all over her. Every price I quoted was too high. 'Well,' I said to her, 'if you can get as good meat as that for less money somewhere else, I don't blame you for going there. But you should be sure that it is as good.'

"Then I started telling her a little something about the meat. She became interested and a little pleasanter. Pretty soon she asked me what I would suggest for her dogs, which gave me a fine opening, and before she left I had sold her a small order.

"That was four years ago and she has left an order almost every day since. We often laugh together now about how mad she was that first day she came into the store."

As He Would Be Done By

Mr. Fredberg gave another example of the way he uses the Golden Rule. He had one customer for seven years. Then the depression came and her sons and husband were out of work. Feeling



PLENTY OF BUSINESS IN THIS SMALL SHOP.

This meat dealer studies his customers and then follows the "golden rule." The result is that high meat prices do not bother him much. Read what he has to say about it in the article on this page.



PACKER AIDS DEALERS IN EASTER MEAT CAMPAIGN.

Easter trade in hams and bacon is reported good, in spite of higher prices due to scarcity of product. This attractive window display was furnished to dealers by Swift & Company, and is reported to have had very good results in stimulating the buying of hams and bacon for the Easter season.

it was necessary to cut down on the money she spent for food, she bought her meats where price was the first consideration.

"I met her frequently on the street after that," said Mr. Fredberg, "but I never mentioned business—just talked about other little affairs of the neighborhood. Because, if I had been wearing \$50 suits for ten years and then started wearing \$25 ones, I would not like to have people ask me what the trouble was."

"Eventually, however, after six months of unsatisfactory shopping, the customer returned to the market, and no one asked her where she had been. Things were just as if she had never left the shop, and she never has left since.

Honesty the Best Policy

"The older I grow," concluded Mr. Fredberg, "the more certain I become that the things I learned as a boy at home are right—that honesty is the best policy and that it pays to treat others as you would like to have them treat you.

"This is not only right because you can go to bed at night with a clear conscience, but it is just good common sense. No matter how clever a man is, he is bound to be caught if he practices dishonesty, and that can ruin a business quicker than anything I know of. A reputation for fair and honest dealing heads all the tangible assets on your books."

EDITOR'S NOTE.—In the next article in this series this successful dealer will talk about "PERSONALIZED SERVICE."

50,000 RETAILERS PUSH LAMB

Fifty thousand sets of window displays and streamers which tell consumers about "Lamb at its Best" have

been distributed to retail stores throughout the country by meat packing companies. A national campaign to advertise lamb is being carried on by packers through the Institute of American Meat Packers and the National Live Stock and Meat Board.

Home economists in large consuming centers are broadcasting five-minute radio talks advising housewives of the nutritive value of lamb, its economy and the variety of methods of preparing it. Retail meat dealers have been urged to cooperate in the campaign by John A. Kotal, secretary, National Association of Retail Meat Dealers. In a letter to local associations Mr. Kotal said in part:

"The intelligent retailer who knows his costs and how to price his goods can offer the housewife many economical buys in lamb. . . . While the retail meat dealer must make a certain profit regardless of the class or grade of meat he sells, this is a fitting time to be of service to the great industry of which we are a part by urging the sale of lamb. Feature it in your sales, display it in your refrigerated cases and advertise it to stimulate consumption."

NEWS OF THE RETAILERS

Saul Baker has opened a meat and provision store on Second st., St. Clair, Pa. He formerly conducted a store on N. Mill st.

R. E. Grinnell has sold his meat market in Hammond, Wis., to Walter Locke.

David B. Long and Kenneth Harnish have opened a meat market at 622 S. Calhoun st., Ft. Wayne, Ind.

Two meat markets recently opened in Milwaukee, Wis., one at 2778 N. 23rd st., by W. J. Knippel and one at 1447 N. Van Buren st., by Carlo Dimaggio.

Erhard Bros. have bought the meat market of Walter Johnson at Waconia, Minn.

Frank Beets has purchased the Nickerson meat market on S. High st., Hillsboro, O.

Robert Minshall has opened a meat market on East High st., London, O.

Ray Belden has purchased a meat market on 16th st., Laurens, Ia.

R. H. McVay has leased the meat department of the J. C. Weber store in Blue Earth, Minn.

Andrew Johnson has opened a meat and grocery market at 745 E. Main st., Benton Harbor, Mich. Charles Haas will have charge of the meat department.

RETAIL MEAT PRICES

Average monthly prices at New York, Chicago, and Kansas City.

Compiled by the U. S. Bureau of Agricultural Economics. Prices in cents per pound (simple average of quotations received):

| | CHOICE GRADE (Mostly Credit and Del. Stores.) | | | GOOD GRADE (Mostly Cash and Carry Stores.) | | |
|--------------------------------|---|-------------------|----------------------|--|-------------------|----------------------|
| | New York, Mar. 31. | Chicago, Mar. 31. | Kans. City, Mar. 31. | New York, Mar. 31. | Chicago, Mar. 31. | Kans. City, Mar. 31. |
| Beef: | | | | | | |
| Porterhouse steak | .58 | .51 | .56 | .46 | .41 | .40 |
| Sirloin steak | .45 | .42 | .44 | .39 | .36 | .38 |
| Top round steak | .42 | .. | .. | .38 | .. | .. |
| Bottom round | .40 | .. | .. | .35 | .. | .. |
| Round steak, full cut | .. | .35 | .37 | .. | .32 | .34 |
| Heel round | .. | .27 | .26 | .. | .24 | .23 |
| Flank steak | .33 | .31 | .30 | .30 | .27 | .28 |
| Top sirloin | .40 | .. | .. | .34 | .. | .. |
| Rump roast, boneless | .36 | .32 | .33 | .33 | .27 | .29 |
| Rib roast, 1st 6 ribs | .38 | .34 | .34 | .33 | .28 | .27 |
| Blade rib roast | .27 | .30 | .. | .26 | .25 | .. |
| Cross rib & top chuck | .34 | .. | .. | .29 | .. | .. |
| Arm roast | .. | .27 | .25 | .. | .24 | .23 |
| Straight cut chuck | .26 | .27 | .24 | .24 | .23 | .23 |
| Corner piece | .. | .25 | .. | .. | .. | .. |
| Thick plate | .16 | .15 | .. | .16 | .14 | .. |
| Navel | .16 | .15 | .16 | .16 | .14 | .16 |
| Boneless brisket | .38 | .27 | .22 | .33 | .24 | .19 |
| Brisket, bone in | .25 | .16 | .15 | .21 | .17 | .14 |
| Ground meat | .28 | .19 | .20 | .21 | .17 | .18 |
| Boneless stew meat | .32 | .26 | .21 | .28 | .21 | .20 |
| Veal: | | | | | | |
| Cutlet or steak | .51 | .40 | .40 | .42 | .34 | .38 |
| Loin chops | .43 | .35 | .39 | .35 | .28 | .36 |
| Rib chops | .36 | .30 | .37 | .30 | .24 | .28 |
| Rump roast | .32 | .28 | .25 | .26 | .22 | .24 |
| Shoulder chops | .26 | .24 | .28 | .19 | .20 | .25 |
| Shoulder roast | .. | .21 | .24 | .. | .18 | .22 |
| Boneless shoulder | .30 | .. | .. | .26 | .. | .. |
| Breast | .20 | .16 | .16 | .16 | .13 | .14 |
| Boneless stew | .33 | .26 | .23 | .26 | .22 | .23 |
| Liver | .72 | .52 | .50 | .58 | .42 | .48 |
| Lamb: | | | | | | |
| Loin chops | .43 | .43 | .40 | .38 | .36 | .40 |
| Rib chops | .39 | .37 | .48 | .31 | .30 | .36 |
| Leg | .29 | .28 | .28 | .26 | .26 | .25 |
| Shoulder chops | .29 | .28 | .29 | .27 | .25 | .25 |
| Square chuck | .22 | .. | .23 | .18 | .. | .22 |
| Shoulder roast | .. | .24 | .. | .. | .21 | .. |
| Breast | .9 | .10 | .14 | .11 | .10 | .14 |
| Shank & neck | .11 | .13 | .15 | .11 | .14 | .16 |
| Pork: | | | | | | |
| Center loin chops | .36 | .34 | .34 | .32 | .31 | .30 |
| Rib chops | .35 | .. | .34 | .32 | .. | .29 |
| End chops | .27 | .25 | .25 | .24 | .22 | .24 |
| Fr. hams, whole | .27 | .. | .26 | .26 | .. | .25 |
| Fr. shoulders, whole | .25 | .. | .23 | .23 | .. | .22 |
| Fr. picnic, whole | .24 | .19 | .. | .. | .. | .. |
| Boston butts | .32 | .26 | .32 | .29 | .25 | .32 |
| Spareribs | .25 | .20 | .22 | .20 | .18 | .21 |
| Lard (carton) | .22 | .19 | .22 | .19 | .18 | .20 |
| Sm. hams, whole | .. | .30 | .25 | .26 | .25 | .26 |
| Sm. hams, whole | .. | .55 | .44 | .46 | .44 | .40 |
| No. 2 | .25 | .24 | .23 | .24 | .21 | .22 |
| Sliced hams | .. | .55 | .44 | .46 | .44 | .40 |
| Bacon strip, whole | .. | .37 | .34 | .35 | .35 | .32 |
| No. 1 | .37 | .34 | .35 | .35 | .32 | .34 |
| Bacon strip, whole | .. | .. | .31 | .31 | .28 | .32 |
| Sliced bacon, No. 1 | .. | .44 | .41 | .40 | .40 | .38 |
| Smoked butts | .38 | .35 | .31 | .34 | .34 | .36 |
| Smoked picnics | .18 | .20 | .20 | .20 | .20 | .23 |
| Corned bellies or pickled pork | .31 | .. | .. | .29 | .. | .24 |
| Sausage meat | .33 | .26 | .26 | .26 | .24 | .24 |
| Salt pork | .. | .. | .. | .. | .. | .. |

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

| Carcass Beef. | | |
|------------------------|----------------------------|------------------|
| Prime native steers— | Week ended April 10, 1935. | Cor. week, 1934. |
| 400-600 | 20½ @ 21½ | 12 @ 13 |
| 600-800 | 20½ @ 21½ | 10½ @ 11½ |
| 800-1000 | 20½ @ 21½ | 9½ @ 10½ |
| Good native steers— | | |
| 400-600 | 18½ @ 20 | 10½ @ 11 |
| 600-800 | 18½ @ 20 | 9½ @ 10 |
| 800-1000 | 19 @ 20½ | 8½ @ 9 |
| Medium steers— | | |
| 400-600 | 16 @ 17½ | 9 @ 9½ |
| 600-800 | 17½ @ 18½ | 8½ @ 9 |
| 800-1000 | 18 @ 19 | 8½ @ 8½ |
| Heifers, good, 400-600 | 17½ @ 18½ | 9½ @ 10½ |
| Cows, 400-600 | 11½ @ 14½ | 5½ @ 6½ |
| Hind quarters, choice | 22½ @ 23½ | 10½ @ 11 |
| Fore quarters, choice | 15½ @ 16½ | |

Beef Cuts.

| | | |
|---------------------------|----------|-------|
| Steer loins, prime | unquoted | @ 21 |
| Steer loins, No. 1 | @ 40 | @ 19 |
| Steer loins, No. 2 | @ 37 | @ 18 |
| Steer short loins, prime | unquoted | @ 27 |
| Steer short loins, No. 1 | @ 54 | @ 24 |
| Steer short loins, No. 2 | @ 48 | @ 23 |
| Steer loin ends (hips) | @ 27 | @ 14 |
| Steer loin ends, No. 2 | @ 26 | @ 13½ |
| Cow loins | @ 23 | @ 11 |
| Cow short loins | @ 27 | @ 13 |
| Cow loin ends (hips) | @ 19 | @ 9 |
| Steer ribs, prime | unquoted | @ 17 |
| Steer ribs, No. 1 | @ 28 | @ 14 |
| Steer ribs, No. 2 | @ 26 | @ 13 |
| Cow ribs, No. 1 | @ 18 | @ 8 |
| Cow ribs, No. 2 | @ 11 | @ 7 |
| Steer rounds, prime | unquoted | @ 10½ |
| Steer rounds, No. 1 | @ 18½ | @ 9½ |
| Steer rounds, No. 2 | @ 18 | @ 9 |
| Steer chucks, prime | unquoted | @ 10 |
| Steer chucks, No. 1 | @ 16½ | @ 8½ |
| Steer chucks, No. 2 | @ 8 | @ 8 |
| Cow rounds | @ 14½ | @ 7½ |
| Cow chucks | @ 12½ | @ 6½ |
| Steer plates | @ 14 | @ 5 |
| Medium plates | @ 13½ | @ 5 |
| Briskets, No. 1 | @ 12 | @ 8 |
| Steer navel ends | @ 10½ | @ 3½ |
| Cow navel ends | @ 10 | @ 3½ |
| Pure shanks | @ 7 | @ 5 |
| Hind shanks | @ 7 | @ 4 |
| Strip loins, No. 1, bbls. | @ 40 | @ 28 |
| Strip loins, No. 2 | @ 50 | @ 35 |
| Sirloin butts, No. 1 | @ 32 | @ 18 |
| Sirloin butts, No. 2 | @ 25 | @ 15 |
| Beef tenderloins, No. 1 | @ 75 | @ 40 |
| Beef tenderloins, No. 2 | @ 55 | @ 30 |
| Rump butts | @ 28 | @ 14 |
| Flank steaks | @ 22 | @ 12 |
| Shoulder clods | @ 13½ | @ 8½ |
| Hanging tenderloins | @ 12 | @ 6 |
| Insides, green, 5@8 lbs. | @ 14 | @ 8 |
| Outsides, green, 5@6 lbs. | @ 12½ | @ 8 |
| Knuckles, green, 5@6 lbs. | @ 14 | @ 8½ |

Beef Products.

| | | |
|--------------------|-------|------|
| Brains (per lb.) | @ 9½ | @ 6 |
| Hearts | @ 10 | @ 5 |
| Tongues | @ 18 | @ 10 |
| Sweetbreads | @ 30 | @ 18 |
| Ox-tail, per lb. | @ 7 | @ 7 |
| Fresh tripe, H. C. | @ 7 | @ 4 |
| Fresh tripe, H. C. | @ 10 | @ 7 |
| Livers | @ 20 | @ 14 |
| Kidneys, per lb. | @ 10½ | @ 8 |

Veal.

| | | |
|----------------|---------|---------|
| Choice carcass | 14 @ 15 | 10 @ 11 |
| Good carcass | 12 @ 13 | 8 @ 9 |
| Good saddles | 14 @ 17 | 10 @ 13 |
| Good racks | 12 @ 13 | 8 @ 8 |
| Medium racks | 10 @ 10 | 4 @ 6 |

Veal Products.

| | | |
|--------------|------|------|
| Brains, each | @ 11 | @ 6½ |
| Sweetbreads | @ 45 | @ 35 |
| Calif livers | @ 40 | @ 35 |

Lamb.

| | | |
|-----------------------|------|------|
| Choice lambs | @ 16 | @ 16 |
| Medium lambs | @ 15 | @ 14 |
| Choice saddles | @ 19 | @ 18 |
| Medium saddles | @ 17 | @ 16 |
| Choice fores | @ 13 | @ 14 |
| Medium fores | @ 12 | @ 12 |
| Lamb fries, per lb. | @ 32 | @ 25 |
| Lamb tongues, per lb. | @ 13 | @ 13 |
| Lamb kidneys, per lb. | @ 20 | @ 20 |

Mutton.

| | | |
|------------------------|-------|------|
| Heavy sheep | @ 8 | @ 6 |
| Light sheep | @ 10 | @ 10 |
| Heavy saddles | @ 11 | @ 10 |
| Light saddles | @ 13 | @ 12 |
| Heavy fores | @ 5 | @ 4 |
| Light fores | @ 7 | @ 8 |
| Mutton legs | @ 13 | @ 12 |
| Mutton loins | @ 10 | @ 10 |
| Mutton stew | @ 7 | @ 3 |
| Sheep tongues, per lb. | @ 12½ | @ 9 |
| Sheep heads, each | @ 14 | @ 8 |

Fresh Pork, etc.

| | | |
|------------------------------|-------|------|
| Pork loins, 8@10 lbs. av. | @ 21 | @ 13 |
| Picnic shoulders | @ 14½ | @ 9 |
| Skinned shoulders | @ 10 | @ 10 |
| Tenderloins | @ 36 | @ 28 |
| Spare ribs | @ 13 | @ 8 |
| Back fat | @ 15 | @ 7½ |
| Boston butts | @ 20 | @ 12 |
| Boneless butts, cellar trim, | 2@4 | @ 22 |
| Hocks | @ 12 | @ 7 |
| Tails | @ 12 | @ 6 |
| Neck bones | @ 6 | @ 2½ |
| Slip bones | @ 11 | @ 6 |
| Blade bones | @ 13 | @ 7 |
| Pigs' feet | @ 5 | @ 3 |
| Kidneys, per lb. | @ 10 | @ 7 |
| Livers | @ 10 | @ 7 |
| Brains | @ 10 | @ 5 |
| Ears | @ 5 | @ 4 |
| Snouts | @ 10 | @ 4½ |
| Heads | @ 8 | @ 5 |
| Chitterlings | @ 5 | |

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

| | |
|---------------------------------------|-------|
| Pork sausage, in 1-lb. cartons | @ 29 |
| Country style sausage, fresh in links | @ 23½ |
| Country style sausage, fresh in bulk | @ 20½ |
| Country style sausage, smoked | @ 24½ |
| Frankfurts in sheep casings | @ 20½ |
| Frankfurts in hog casings | @ 19½ |
| Bologna in beef bungs, choice | @ 17 |
| Bologna in beef middles, choice | @ 17½ |
| Liver sausage in beef rounds | @ 19½ |
| Smoked liver sausage in hog bungs | @ 20½ |
| Liver sausage in hog bungs | @ 19½ |
| Head cheese | @ 19½ |
| New England luncheon specialty | @ 25 |
| Minced luncheon specialty, choice | @ 20½ |
| Tongue sausage | @ 27 |
| Blood sausage | @ 18 |
| Sausage | @ 19½ |
| Polish sausage | @ 19½ |

DRY SAUSAGE

| | |
|-------------------------------------|------|
| Cervelat, choice, in hog bungs | @ 40 |
| Thuringer cervelat | @ 20 |
| Farmer | @ 28 |
| Holsteiner | @ 28 |
| B. C. salami, choice | @ 36 |
| Milano salami, choice, in hog bungs | @ 37 |
| B. C. salami, new condition | @ 21 |
| Prisaca, choice, in hog middles | @ 35 |
| Genoa style salami | @ 43 |
| Pepperoni | @ 43 |
| Mortadella, new condition | @ 23 |
| Capicola | @ 42 |
| Italian style hams | @ 35 |
| Virginia hams | @ 38 |

SAUSAGE MATERIALS

(F.O.B. CHICAGO, carlot basis.)

| | |
|-------------------------------------|--------|
| Regular pork trimmings | @ 13 |
| Special lean pork trimmings | @ 18 |
| Extra lean pork trimmings | @ 19 |
| Pork cheek meat | @ 12 |
| Pork hearts | 8½ @ 9 |
| Pork livers | @ 8½ |
| Native boneless bull meat (heavy) | @ 11½ |
| Shank meat | @ 11½ |
| Boneless chuck | @ 11½ |
| Beef trimmings | @ 10½ |
| Beef cheeks (trimmed) | @ 8½ |
| Dressed canners, 350 lbs. and up | @ 8½ |
| Dressed cutter cows 400 lbs. and up | @ 10 |
| Dr. bologna bulls, 600 lbs. and up | @ 9½ |
| Pork tongues, canner trim, S. P. | @ 18½ |

SAUSAGE IN OIL

| | |
|---|--------|
| Bologna style sausage in beef rounds— | |
| Small tins, 2 to crate | \$6.50 |
| Large tins, 1 to crate | 7.25 |
| Frankfurt style sausage in sheep casings— | |
| Small tins, 2 to crate | 7.50 |
| Large tins, 1 to crate | 8.25 |
| Smoked link sausage in hog casings— | |
| Small tins, 2 to crate | 6.75 |
| Large tins, 1 to crate | 7.50 |

BARRELED PORK AND BEEF

| | |
|-----------------------------------|---------|
| Mess pork, regular | @ 33.00 |
| Family back pork, 24 to 34 pieces | @ 33.50 |
| Family back pork, 35 to 45 pieces | @ 33.00 |
| Clear back pork, 40 to 50 pieces | @ 33.00 |
| Clear plate pork, 25 to 35 pieces | @ 28.00 |
| Bean pork | @ 27.00 |
| Bracket pork | @ 32.00 |
| Plate beef | @ 23.50 |
| Extra plate beef, 200 lb. bbls. | @ 25.00 |

VINEGAR PICKLED PRODUCTS

| | |
|--------------------------------------|-------|
| Pork feet, 200-lb. bbl. | 17.50 |
| Lamb tongue, short cut, 200-lb. bbl. | 40.00 |
| Regular tripe, 200-lb. bbl. | 20.00 |
| Honeycomb tripe, 200-lb. bbl. | 25.00 |
| Pocket honeycomb tripe, 200-lb. bbl. | 28.00 |

DRY SALT MEATS

| | |
|---------------------------|-------|
| Clear bellies, 18@20 lbs. | @ 16½ |
| Clear bellies, 14@16 lbs. | @ 16½ |
| Rib bellies, 25@30 lbs. | @ 16½ |
| Fat backs, 10@12 lbs. | @ 12½ |
| Fat backs, 14@16 lbs. | @ 14½ |
| Regular plates | @ 13½ |
| Jowl butts | @ 12½ |

WHOLESALE SMOKED MEATS

| | |
|--|-----------|
| Fancy reg. hams, 14@16 lbs. | 20½ @ 21½ |
| Fancy skd. hams, 14@16 lbs. | 21½ @ 22½ |
| Standard reg. hams, 14@16 lbs. plain | 19 @ 20 |
| Picnics, 4@8 lbs., short shank, plain | 16 @ 17 |
| Picnics, 4@8 lbs., long shank, plain | 15½ @ 16½ |
| Fancy bacon, 6@8 lbs., parchment paper | 27 @ 28 |
| Standard bacon, 6@8 lbs., plain | 24 @ 25 |
| No. 1 beef ham sets, smoked— | |
| Insides, 8@12 lbs. | 28 @ 27 |
| Outsides, 5@9 lbs. | 21 @ 22 |
| Knuckles, 5@9 lbs. | 23 @ 24 |
| Cooked hams, choice, skinned, fattened | 24½ @ 25 |
| Cooked picnics, skin on, fattened | 27 @ 28 |
| Cooked picnics, skinned, fattened | 26 @ 27 |
| Cooked loin roll, smoked | 40 @ 40 |

LARD

| | |
|--|------------|
| Prime steam, cash, Bd. Trade | @ \$12.97½ |
| Prime steam, loose, Bd. Trade | @ 13.00 |
| Refined lard, tierces, f.o.b. Chgo. | @ 14½ |
| Kettle, rend., tierces, f.o.b. Chgo. | @ 14½ |
| Leaf, kettle rendered, tierces, f.o.b. Chicago | @ 15½ |
| Neutral, in tierces, f.o.b. Chicago | @ 13½ |
| Compound, vegetable, tierces, c.a.f. | @ 12½ |

OLEO OIL AND STEARINE

| | |
|-----------------------------|-----------|
| Extra oleo oil | 12½ @ 13 |
| Prime No. 2 oleo oil | 12 @ 12½ |
| Prime oleo stearine, edible | 10½ @ 10½ |

TALLOW AND GREASES

| | |
|--|---------|
| Edible tallow, under 1% acid, 43 titre | 7½ @ 8 |
| Prime packers' tallow | @ 7 |
| No. 1 tallow, 10% f.f.a. | 6½ @ 6½ |
| Special tallow | 6½ @ 6½ |
| Choice white grease | 7½ @ 8 |
| A-White grease | 6½ @ 6½ |
| B-White grease, maximum 5% acid | 6½ @ 6½ |
| Yellow grease, 10@15% | 6½ @ 6½ |
| Brown grease, 40% f.f.a. | 5½ @ 6 |

ANIMAL OILS

| | |
|--|-------|
| Prime edible | @ 16½ |
| Prime inedible | @ 12½ |
| Headlight | @ 12½ |
| Prime W. S. | @ 12½ |
| Extra W. S. | @ 12 |
| Extra lard oil | @ 11½ |
| Extra No. 1 | @ 11½ |
| No. 1 lard oil | @ 10½ |
| No. 2 lard oil | @ 10½ |
| Acidless tallow | @ 11 |
| 20° neatfoot | @ 16½ |
| Pure neatfoot | @ 12½ |
| Special neatfoot | @ 11½ |
| Extra neatfoot | @ 11½ |
| No. 1 neatfoot | @ 11½ |
| Oil weighs 7½ lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels. | |

VEGETABLE OILS

| | |
|---|-----------|
| Crude cottonseed oil in tanks, f.o.b. | |
| Valley points, prompt | @ 9½ |
| White, deodorized, in bbls., f.o.b. Chgo. | 13½ @ 13½ |
| Yellow, deodorized | 13½ @ 13½ |
| Soap stock, 50% f.f.a., f.o.b. | 2½ @ 2½ |
| Corn oil, in tanks, f.o.b. mills | @ 9½ |
| Soya bean oil, f.o.b. mills | 8 @ 8 |
| Cocanut oil, seller's tanks, f.o.b. coast | 8.3 @ 8.3 |
| Refined in bbls., f.o.b. Chicago | 11½ @ 12 |

OLEOMARGARINE

| | |
|--|-------|
| White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago | @ 16 |
| Nut, 1-lb. cartons, f.o.b. Chicago | @ 13½ |
| Puff paste | @ 14½ |

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

CURING MATERIALS

| | Cwt. | Sacks. |
|---|----------|--------|
| Nitrite of soda (Chgo. warehouse stock): | | |
| 1 to 4 bbls. delivered..... | \$0.10 | |
| 5 or more bbls. delivered..... | 8.85 | |
| Salt peter, 1 to 4 bbls. f.o.b. N. Y.: | | |
| Dbl. refined granulated..... | 6.25 | 0.15 |
| Small crystals..... | 7.25 | 7.15 |
| Medium crystals..... | 7.62 1/2 | 7.50 |
| Large crystals..... | 8.00 | 7.75 |
| Dbl. refd. gran. nitrate of soda..... | 8.62 1/2 | 3.25 |
| Salt per ton, in minimum car of 80,000 lbs. | | |
| only, f.o.b. Chicago: | | |
| Granulated..... | \$ 6.80 | |
| Medium, air dried..... | 9.30 | |
| Medium, kiln dried..... | 10.80 | |
| Rock..... | 6.60 | |
| Sugar— | | |
| Raw sugar, 96 basis, f.o.b. New Or- | | |
| leans..... | @3.25 | |
| Second sugar, 90 basis..... | none | |
| Standard gran., f.o.b. refiners (2%).. | @4.90 | |
| Packers' curing sugar, 100 lb. bags, | | |
| f.o.b. Reserve, La., less 2%..... | @4.40 | |
| Packers' curing sugar, 250 lb. bags, | | |
| f.o.b. Reserve, La., less 2%..... | @4.30 | |

SPICES

(Basis Chicago, original bbls., bags or sales)

| | Whole. | Ground. |
|-------------------------------|--------|---------|
| Allspice Prime..... | 6 | 7 1/2 |
| Resifted..... | 6 1/2 | 8 |
| Chili Pepper, Fancy..... | 23 1/2 | 23 1/2 |
| Chili Powder, Fancy..... | 23 | 23 |
| Cloves, Amboyana..... | 23 | 27 |
| Madagascar..... | 14 | 17 |
| Zanzibar..... | 14 | 17 |
| Garlic, Jamaica..... | 19 | 21 1/2 |
| African..... | 9 | 11 |
| Mace, Fancy Banda..... | 05 | 70 |
| East India..... | 00 | 05 |
| E. I. & W. I. Blend..... | 60 | 60 |
| Mustard Flour, Fancy..... | 24 | 24 |
| No. 1..... | 15 1/2 | 15 1/2 |
| Nutmegs, Fancy Banda..... | 25 | 25 |
| East India..... | 21 | 21 |
| E. I. & W. I. Blend..... | 18 | 18 |
| Paprika, Extra Fancy..... | 23 1/2 | 23 1/2 |
| Fancy..... | 23 | 23 |
| Hungarian..... | 27 | 27 |
| Paprika Sweet Red Pepper..... | 26 1/2 | 26 1/2 |
| Pepper, Cayenne..... | 26 1/2 | 26 1/2 |
| Pepper No. 1..... | 16 1/2 | 16 1/2 |
| Pepper, Black Aleppy..... | 11 1/2 | 13 |
| Black Lampong..... | 10 | 11 1/2 |
| Black Tellicherry..... | 12 1/2 | 14 1/2 |
| White Java Muntok..... | 19 | 21 |
| White Singapore..... | 18 1/2 | 20 1/2 |
| White Packets..... | 19 | 19 |

SEEDS AND HERBS

| | Ground for Whole. Sausage. |
|--------------------------------------|----------------------------|
| Caraway Seed..... | 9 11 1/2 |
| Celery Seed..... | 40 45 |
| Cominos Seed..... | 16 19 |
| Coriander Morocco Bleached..... | 8 |
| Coriander Morocco Natural No. 1..... | 6 1/2 8 1/2 |
| Mustard Seed, Cal. Yellow..... | 13 |
| American..... | 8 1/2 10 1/2 |
| Majoram, French..... | 32 36 |
| Oregano..... | 11 14 |
| Sage, Delmonico Fancy..... | 7 9 |
| Delmonico No. 1 Fancy..... | 6 1/2 8 1/2 |

SAUSAGE CASINGS

(F.O.B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

| | |
|---|------|
| Beef Casings: | |
| Domestic rounds, 180 pack..... | @25 |
| Domestic rounds, 140 pack..... | @37 |
| Export rounds, wide..... | @50 |
| Export rounds, medium..... | @34 |
| Export rounds, narrow..... | @42 |
| No. 1 weasands..... | @08 |
| No. 2 weasands..... | @08 |
| No. 1 bungs..... | @12 |
| No. 2 bungs..... | @7 |
| Middles, regular..... | @50 |
| Middles, select, wide, 2 1/2 in. diam..... | 1 |
| Middle, select, extra wide, 2 1/2 in. and over..... | 1.00 |
| Dried bladders: | |
| 12-15 in. wide, flat..... | .90 |
| 10-12 in. wide, flat..... | .80 |
| 8-10 in. wide, flat..... | .60 |
| 6-8 in. wide, flat..... | .25 |
| Hog casings: | |
| Narrow, per 100 yds..... | 2.60 |
| Narrow, special, per 100 yds..... | 2.25 |
| Medium, regular..... | 2.10 |
| Wide, per 100 yds..... | 1.75 |
| Extra wide, per 100 yds..... | 2.25 |
| Export bungs..... | .28 |
| Large prime bungs..... | .21 |
| Medium prime bungs..... | .14 |
| Small prime bungs..... | .10 |
| Middles, per set..... | .17 |
| Stomachs..... | .08 |

COOPERAGE

| | |
|---|------------------|
| Ash pork barrels, black iron hoops..... | \$1.35 @1.37 1/2 |
| Oak pork barrels, black iron hoops..... | 1.25 @1.27 1/2 |
| Ash pork barrels, galv. iron hoops..... | 1.42 1/2 @1.45 |
| Oak pork barrels, galv. iron hoops..... | 1.32 1/2 @1.35 |
| White oak ham tierces..... | 2.12 1/2 @2.15 |
| Red oak lard tierces..... | 1.87 1/2 @1.90 |
| White oak lard tierces..... | 1.97 1/2 @2.00 |

NEW YORK MARKET PRICES

LIVE CATTLE

| | |
|--|----------------|
| Steers, good, 1,125-1,175-lb. fed..... | \$11.00 @11.75 |
| Steers, medium, 1,027-1,162 lbs..... | 9.00 @10.50 |
| Steers..... | @ 8.50 |
| Cows, common to medium..... | \$ 4.50 @ 6.75 |
| Bulls..... | \$6.00 down |

LIVE CALVES

| | |
|-------------------------------|----------------|
| Vealers, good and choice..... | \$10.00 @11.00 |
| Vealers, medium..... | 7.50 @ 9.75 |
| Vealers, cull and common..... | 4.50 @ 7.00 |

LIVE LAMBS

| | |
|--------------------------------------|----------------|
| Lambs, good and choice 80-88 lb. fed | |
| wooled..... | \$ 9.10 @ 9.25 |
| Lambs, good and choice clipped..... | @ 8.40 |

LIVE HOGS

| | |
|--|----------------|
| Hogs, 200-250 lbs., average, good..... | \$ 9.25 @ 9.35 |
| Hogs, 195-lb..... | @ 9.25 |

DRESSED HOGS

| | |
|--------------------------------------|----------------|
| Hogs, good to choice 90-140 lbs..... | \$16.50 @17.00 |
|--------------------------------------|----------------|

DRESSED BEEF

City Dressed.

| | |
|-----------------------------|----------|
| Choice, native, heavy..... | .21 @.23 |
| Choice, native, light..... | .21 @.22 |
| Native, common to fair..... | .18 @.20 |

Western Dressed Beef.

| | |
|---|----------|
| Native steers, 600 @ 800 lbs..... | .19 @.21 |
| Native choice yearlings, 440 @ 600 lbs..... | .19 @.21 |
| Good to choice heifers..... | .17 @.18 |
| Good to choice cows..... | .16 @.17 |
| Common to fair cows..... | .10 @.11 |
| Fresh bologna bulls..... | .10 @.11 |

BEEF CUTS

| | Western. | City. |
|----------------------------------|----------|----------|
| No. 1 ribs..... | .24 @.26 | .26 @.28 |
| No. 2 ribs..... | .22 @.23 | .23 @.25 |
| No. 3 ribs..... | .18 @.21 | .18 @.21 |
| No. 1 loins..... | .30 @.34 | .34 @.38 |
| No. 2 loins..... | .26 @.29 | .28 @.32 |
| No. 3 loins..... | .20 @.23 | .24 @.27 |
| No. 1 hinds and ribs..... | .21 @.23 | .23 @.26 |
| No. 2 hinds and ribs..... | .18 @.20 | .20 @.23 |
| No. 1 rounds..... | .18 @.19 | .18 @.19 |
| No. 2 rounds..... | .16 @.17 | .17 @.18 |
| No. 3 rounds..... | .14 @.15 | .15 @.16 |
| No. 1 chuck..... | .17 @.18 | .18 @.19 |
| No. 2 chuck..... | .15 @.16 | .16 @.17 |
| No. 3 chuck..... | .14 @.15 | .14 @.15 |
| Bolognas..... | .10 @.11 | .10 @.11 |
| Rolls, reg. 6 @ 8 lbs. avg..... | .23 @.25 | .23 @.25 |
| Rolls, reg. 4 @ 6 lbs. avg..... | .18 @.20 | .18 @.20 |
| Tenderloins, 4 @ 6 lbs. avg..... | .50 @.60 | .50 @.60 |
| Tenderloins, 5 @ 6 lbs. avg..... | .50 @.60 | .50 @.60 |
| Shoulder clods..... | .12 @.14 | .12 @.14 |

DRESSED VEAL

| | |
|-------------|----------|
| Good..... | .16 @.17 |
| Medium..... | .14 @.16 |
| Common..... | .12 @.14 |

DRESSED SHEEP AND LAMBS

| | |
|----------------------------|----------|
| Lambs prime to choice..... | .17 @.18 |
| Lambs, good..... | .16 @.17 |
| Lambs, medium..... | .15 @.16 |
| Sheep, good..... | .11 @.12 |
| Sheep, medium..... | .9 @.11 |

FRESH PORK CUTS

| | |
|--|--------------|
| Pork loins, fresh, Western, 10 @ 12 lbs..... | .22 1/2 @.23 |
| Pork tenderloins, fresh..... | .35 @.40 |
| Pork tenderloins, frozen..... | .30 @.32 |
| Shoulders, Western, 10 @ 12 lbs. avg..... | .17 1/2 @.18 |
| Butts, boneless, Western..... | .21 @.22 |
| Butts, regular, Western..... | .20 @.21 |
| Hams, Western, fresh, 10 @ 12 lbs. avg..... | .19 @.20 |
| Picnic hams, Western, fresh, 6 @ 8 lbs. average..... | .16 @.17 |
| Pork trimmings, extra lean..... | .20 @.21 |
| Pork trimmings, regular 50% lean..... | @.15 1/2 |
| Spareribs..... | .14 @.15 |

SMOKED MEATS

| | |
|--|------------------|
| Regular hams, 8 @ 10 lbs. avg..... | .21 1/2 @.22 1/2 |
| Regular hams, 10 @ 12 lbs. avg..... | .21 1/2 @.22 1/2 |
| Regular hams, 12 @ 14 lbs. avg..... | .21 @.22 |
| Skinned hams, 10 @ 12 lbs. avg..... | .22 @.23 |
| Skinned hams, 12 @ 14 lbs. avg..... | .22 @.23 |
| Skinned hams, 16 @ 18 lbs. avg..... | .22 1/2 @.23 1/2 |
| Skinned hams, 18 @ 20 lbs. avg..... | .21 1/2 @.22 1/2 |
| Picnics, 4 @ 6 lbs. avg..... | .18 @.19 |
| Picnics, 6 @ 8 lbs. avg..... | .17 @.18 |
| City pointed bellies, 8 @ 12 lbs. avg..... | .23 @.24 |
| Bacon, boneless, Western..... | .23 @.24 |
| Bacon, boned, city..... | .22 @.23 |
| Rollettes, 8 @ 10 lbs. avg..... | .22 @.23 |
| Beef tongue, light..... | .23 @.25 |
| Beef tongue, heavy..... | .25 @.27 |

FANCY MEATS

| | |
|---------------------------------------|-------------|
| Fresh steer tongues, untrimmed..... | 15c a pound |
| Fresh steer tongues, l. c. tru'd..... | 20c a pound |
| Sweetbreads, beef..... | 35c a pound |
| Sweetbreads, veal..... | 70c a pair |
| Beef kidneys..... | 15c a pound |
| Mutton kidneys..... | 3c each |
| Livers, beef..... | 27c a pound |
| Oxtails..... | 18c a pound |
| Beef hanging tenders..... | 25c a pound |
| Lamb fries..... | 10c a pair |

BUTCHERS' FAT

| | |
|--------------------|----------------|
| Shop fat..... | @2.25 per cwt. |
| Breast fat..... | @2.75 per cwt. |
| Edible suet..... | @4.75 per cwt. |
| Inedible suet..... | @3.25 per cwt. |

GREEN CALFSKINS

| | 5-9 9 1/2-12 1/2 | 12 1/2-14 | 14-18 | 18 up |
|------------------------|------------------|-----------|-------|-------|
| Prime No. 1 veals..... | 1.60 | 1.70 | 1.75 | 1.90 |
| Prime No. 2 veals..... | .9 | 1.45 | 1.55 | 1.60 |
| Buttermilk No. 1..... | 7 | 1.30 | 1.40 | 1.45 |
| Buttermilk No. 2..... | 6 | 1.20 | 1.30 | 1.35 |
| Branded grubby..... | 5 | .85 | .95 | 1.00 |
| Number 3..... | 5 | .85 | .95 | 1.00 |

BONES, HOOFS AND HORNS

| | |
|--|----------------|
| Round shin bones, avg., 48 to 50 lbs., per 100 pieces..... | 75.00 @ 85.00 |
| Flat shin bones, avg., 40 to 45 lbs., per 100 pieces..... | @ 65.00 |
| Black or striped hoofs, per ton..... | 45.00 @ 50.00 |
| White hoofs, per ton..... | @100.00 |
| Thigh bones, avg. 85 to 90 lbs., per 100 pieces..... | @ 70.00 |
| Horns, according to grade..... | 75.00 @ 200.00 |

PRODUCE MARKETS

| | Chicago. | New York. |
|------------------------------------|------------------|-----------------|
| BUTTER. | | |
| Creamery (92 score)..... | @35 1/2 | @36 1/2 |
| Creamery (90-91 score)..... | @35 1/2 | 38 @38 1/2 |
| Creamery firsts (88-89 score)..... | 34 1/2 @34 1/2 | |
| EGGS. | | |
| Extra firsts..... | @23 1/2 | 23 1/2 @23 1/2 |
| Firsts (fresh)..... | @23 | 23 @23 1/2 |
| Standards (fresh)..... | 23 | 23 @23 1/2 |
| LIVE POULTRY. | | |
| Fowls..... | .13 @.22 | 21 @.23 |
| Chickens..... | .14 @.17 | 14 @.17 |
| Broilers..... | .10 @.26 | |
| Fryers..... | .24 @.26 | |
| Turkeys..... | .15 @.27 | 20 @.30 |
| Ducks..... | .18 @.22 | 10 @.15 |
| Geese..... | .11 @.14 | 8 @.9 |
| DRESSED POULTRY. | | |
| Fryers, 31-42, frozen..... | .21 1/2 @.22 | 23 @.23 1/2 |
| Roasters, 43-54, frozen..... | .23 @.25 | 23 @.23 1/2 |
| Roasters, 55 & up, frozen..... | .26 @.27 1/2 | 27 1/2 @.28 1/2 |
| Fowls, 31-47..... | .19 1/2 @.21 1/2 | 21 1/2 @.23 |
| 48-59..... | .22 1/2 @.23 | 24 @.24 1/2 |
| 60 and up..... | .21 1/2 @.23 1/2 | 22 @.25 |

BUTTER AT FIVE MARKETS

Wholesale prices of 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended April 4, 1935:

| | March | April |
|---------------|--------|--------|
| | 20 | 30 |
| Chicago..... | 33 | 33 |
| New York..... | 33 1/2 | 34 |
| Boston..... | 34 3/4 | 34 3/4 |
| Phila..... | 34 1/2 | 35 |
| San Fran..... | 28 1/2 | 28 1/2 |

Wholesale prices carlots—fresh centralized carlots—90 score at Chicago:

| | | | | | |
|----|----|----|----|--------|--------|
| 33 | 33 | 33 | 33 | 33 1/2 | 33 1/2 |
|----|----|----|----|--------|--------|

Receipts of butter by cities (tubs):

| | This week. | Last week. | Last year. | —Since Jan. 1— | 1935. | 1934. |
|--------------|------------|------------|------------|----------------|---------|---------|
| Chicago..... | 31,373 | 31,750 | 30,018 | 535,933 | 634,152 | 634,152 |
| N. Y..... | 36,370 | 34,077 | 56,228 | 780,341 | 950,224 | 950,224 |
| Phila..... | 15,152 | 12,665 | 14,748 | 267,305 | 307,165 | 307,165 |
| Total..... | 14,512 | 16,941 | 19,704 | 270,588 | 337,552 | 337,552 |

Cold storage movement (lbs.):

| | In | Out | On hand | Same |
|--------------|----------|----------|-----------|------------|
| | April 4. | April 4. | April 5. | last year. |
| Chicago..... | 12,222 | 39,551 | 177,730 | 3,617,934 |
| N. Y..... | 18,080 | 208,922 | 1,060,001 | 2,020,290 |
| Boston..... | 12,832 | 4,751 | 114,965 | 277,858 |
| Phila..... | 24,300 | 45,900 | 268,496 | 953,337 |
| Total..... | 68,034 | 387,124 | 1,680,192 | 6,860,414 |

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Men Wanted

Salesmen

We have item you can carry as sideline and make real money! Throughout United States our men are making from \$8 to \$12 a day in their spare time. Write today for information. Rose Meat Tendering Company, 4803 South 6th St., Louisville, Ky.

Position Wanted

Killing and Cutting Foreman

Young man with 15 years' experience in packinghouse seeks position as hog killing and cutting foreman. Six years' actual experience as foreman. W-861, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Packer Sales Executive

Do you want to get your share of business this year, and GET IT AT LIST PRICE? Packer sales executive with such a record is available. Let him prove it to you. W-850, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Expert

Am qualified to direct and manage all sausage room operations. Expert knowledge of all products, including specialties. Reputation for making quality sausage from any materials. Expert knowledge in figuring costs. Can put your sausage department on money-making basis. W-713, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Do You Plan to Make Dog Food?

If so, you need the right advice to keep out of trouble. Expert with practical experience can furnish formulas and methods and start production for you. W-620, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Are you looking for a position?
Let The National Provisioner Want
Ads. and one for you.

Miscellaneous

Sausage Machinery

Wanted, sausage outfit consisting of: 100-lb. stuffer, 100-lb. cutter, 400-lb. mixer, stuffing table, sectional smokehouse, ice grinder, sectional cooler, meat grinder, 10-horsepower boiler, and automatic ice machine. V. H. DOWNING, P. O. Box 700, Raleigh, N. C.

Partner in Sausage Business

Sausage manufacturer established 12 years in growing population of 2,000,000 people wants partner who can furnish money to enlarge and expand steadily increasing business. Made money all through depression. W-802, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Rent Building, All or Part

For rent, all or part of building at 1042-1044 Randolph St., Chicago, in heart of wholesale meat district. 50 ft. frontage, 3 stories and basement, elevator, refrigeration and ice machine.

ROOT REALTY CO.
610 Root St., Chicago, Ill.
Phone Boulevard 3315

GEO. H. JACKLE

Broker

Tankage, Blood, Bones
Cracklings, Bonemeal
Hoof and Horn Meal

Chrysler Bldg.,
405 Lexington Ave.
New York City

Equipment For Sale

Swing Hammer Mill

For sale, Gruendler XXXC swing hammer mill 30 in. diameter, 30 in. width, SKF roller bearings, both grate bars and perforated metal screen. Used for grinding wet and dry rendered tankage. Can be used for grinding shop fat and bone. Kentucky Chemical Mfg. Co., 410 East 10th St., Covington, Ky.

Packinghouse Machinery

For sale, reconditioned machinery of every description from single machine to machinery for complete packing plant. Guaranteed in A-1 condition. Write Menges, Mange, Inc., 1515 N. Grand Blvd., St. Louis, Mo.

Reconstructed Machinery

For sale:

No. 57-T self-emptying "Buffalo" silent cutter and motor
No. 43 "Buffalo" silent cutter and motor
No. 38 "Buffalo" silent cutter and motor
No. 32 "Buffalo" silent cutter and motor
No. 27 "Buffalo" silent cutter and motor
No. 66-B "Buffalo" grinder and motor
1,000-lb. "Buffalo" mixer and motor
400-lb. air stuffer

Thoroughly overhauled. In perfect condition. Reasonable.

FS-852

THE NATIONAL PROVISIONER
407 S. Dearborn St., Chicago, Ill.

Equipment for Sale

MACHINERY BARGAINS: 3—Mechanical Mfg. Meat Mixers, 1—M. & M. Hog, 1—Lard Filter Press, 2—Steam Tube Dryers, 6' x 35', 5—Cooking Kettles. Miscellaneous: Lard Rolls, Cutters, Rendering Tanks, Hammer Mills, Ice Machines, Boilers, Pumps, etc.

What Idle Machinery have you for sale?

CONSOLIDATED
PRODUCTS COMPANY, INC.
14-19 Park Row, New York City



Harry Manaster & Bro.

INCORPORATED

WHOLESALE MEATS

1018-32 West 37th Street

Chicago, U. S. A.

Choicest
Sausage Material
and
Selected
Beef Cuts

Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS

WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.

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TOWER BRAND MEATS

Slaughterers of Cattle, Hogs,
Lambs and Calves

U. S. GOVERNMENT INSPECTION

WILMINGTON

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UNITED DRESSED BEEF COMPANY J. J. HARRINGTON & COMPANY City Dressed Beef, Lamb and Veal, Poultry

Oleo Oils
Stearine
Tallow

Stock Foods
Calf Heads
Cracklings

Pulled Wool
Pickled Skins
Packer Hides

Calf Skins
Horns
Cattle Switches

Selected Beef and Sheep Casings NEW YORK CITY

43rd & 44th Streets
First Ave. and East River

Telephone
Murray Hill 4-2900

Phone Gramercy 3665

Schweisheimer & Fellerman Importers and Exporters of SAUSAGE CASINGS

Selected Hog and Sheep Casings a Specialty
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Harry Levi & Company, Inc. Importers and Exporters of Sausage Casings

625 Greenwich Street NEW YORK, N. Y. 723 West Lake Street CHICAGO, ILL.

TO SELL YOUR PRODUCTS in Great Britain

communicate with

STOKES & DALTON, LTD.
Leeds, 9 ENGLAND

THE CUDAHY PACKING CO.

Importers and Exporters of

Selected Sausage Casings

221 North La Salle Street Chicago, U. S. A.

MASSACHUSETTS IMPORTING COMPANY
IMPORTERS and EXPORTERS

SAUSAGE CASINGS

QUALITY STRENGTH SERVICE

NEW YORK, N.Y.
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BOSTON, MASS.
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Sheep - Beef - Hog CASINGS

HIGH QUALITY

PROMPT SERVICE

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Cable Masals, Liebers, Bentley Code

"The Skins You Love to Stuff"

Early & Moor, Inc.

SAUSAGE CASINGS

Exporters

139 Blackstone St.

Importers

Boston, Mass.

Good frankfurters deserve good casings. Poor frankfurters need good casings and Good Casings are

"Casings by Mongolia"

MONGOLIA

IMPORTING CO., INC.

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INDEX

TO ADVERTISERS

| | | | |
|---|----|---|----|
| Adler Company | * | LinkBelt Co. | 3 |
| Ailbright-Nell Co., The.....Third Cover | * | Live Stock National Bank..... | * |
| Aluminum Cooking Utensil Co..... | * | Lohman, Wm. J., Inc..... | * |
| American Can Co..... | * | McMurray, L. H..... | 40 |
| American Soya Products Corp..... | * | Mack Trucks, Inc..... | * |
| American Wire Form Co..... | 48 | Manaster, Harry & Bro..... | 54 |
| Anderson, V. D. Co..... | * | Massachusetts Importing Co..... | 55 |
| Arbogast & Bastian Company..... | 54 | Mayer, H. J. & Sons Co..... | 32 |
| Armour and Company..... | 12 | Meyer, H. H., Packing Co..... | 58 |
| Armstrong Cork Products Co..... | * | Midland Paint & Varnish Co..... | * |
| Bemis Bro. Bag Co..... | 38 | Mitts & Merrill..... | * |
| Best & Donovan..... | 30 | Mongolia Importing Co., Inc..... | 55 |
| Brand Bros., Inc..... | * | Morrell & Co., John..... | * |
| Brecht Corporation, The..... | * | Moto Meter Gauge & Equip. Corp..... | * |
| Bristol Company | * | Oppenheimer Casing Co..... | * |
| Brown Corp..... | * | Patent Casing Co..... | * |
| Burbank Corporation, The..... | 38 | Paterson Parchment Paper Co..... | * |
| Burnette, C. A. Co..... | * | Pel-O-Cel Products Corp..... | * |
| Cahn, Fred C..... | * | Peters Machinery Co..... | * |
| Callahan, A. P. & Co..... | 52 | Powers Regulator Co..... | * |
| Calvert Machine Co..... | * | Pressed Steel Tank Co..... | 9 |
| Celotex Co..... | * | Rath Packing Co., The..... | 57 |
| Chevrolet Motor Co..... | * | Republic Steel Corp..... | * |
| Chili Products Corporation, Ltd..... | 48 | Rhineland Paper Co..... | * |
| Cincinnati Butchers' Supply Corp..... | 34 | Rogers, F. C., Inc..... | 49 |
| Circle B Provision Co..... | * | Salzman, M. J. Co., Inc..... | 55 |
| Columbus Packing Co., The..... | 57 | Sarco Co., Inc..... | 26 |
| Continental Corporation | * | Sayer & Co., Inc..... | * |
| Continental Can Co..... | * | Schluderberg, Wm.-T. J. Kurlle Co..... | 58 |
| Cork Insulation Co., Inc..... | * | Schoelkopf Mfg. Co..... | 46 |
| Crane Co..... | 6 | Schweishelmer & Fellerman..... | 55 |
| Crescent Mfg. Co..... | 46 | Seaslic, Inc..... | * |
| Cudahy Packing Co., The..... | 55 | Self-Locking Carton Co..... | * |
| Darling & Company..... | * | Shellabarger Grain Products Co..... | * |
| Dexter Folder Company..... | * | Sheppard, Ben..... | 40 |
| Diamond Crystal Salt Co..... | * | Silvery, Nicholas..... | * |
| Dold, Jacob, Packing Co..... | 57 | Smith, Brubaker & Egan..... | 48 |
| Dry-Zero Corporation | * | Smith Paper Co., H. P..... | 8 |
| Dubuque Steel Prod. Co..... | * | Smith's Sons Co., John E.....Second Cover | * |
| Du Pont Cellophane Co..... | 22 | Solvay Sales Corporation..... | * |
| Durr, C. A. Packing Co., Inc..... | 58 | Sparks, H. L. & Co..... | 40 |
| Early & Moor, Inc..... | 55 | Specialty Manufacturers Sales Co..... | 46 |
| Fairbanks, Morse & Co..... | * | Stahl-Meyer, Inc..... | * |
| Felin, John J., & Co., Inc..... | 58 | Staley Sales Corporation..... | * |
| Forbes, Jas. H. Tea & Coffee Co..... | 38 | Standard Oil Co (Indiana)..... | 5 |
| Ford Motor Co..... | * | Standard Pressed Steel Co..... | 32 |
| French Oil Mill Machinery Co..... | 30 | Stange, Wm. J. Co..... | 48 |
| Frick Company, Inc..... | * | Stedman's Foundry & Machine Works | * |
| General Electric Company..... | * | Stevenson Cold Storage Door Co..... | * |
| General Motors Truck Co..... | * | Stokes & Dalton, Ltd..... | 55 |
| General Tire & Rubber Co..... | 24 | Superior Packing Co..... | 58 |
| Globe Co., The..... | * | Sutherland Paper Co..... | * |
| Great Lakes Stamp & Mfg. Co..... | * | Swift & Company.....Fourth Cover | * |
| Griffith Laboratories | 28 | Sylvania Industrial Corp..... | 11 |
| Halsted, E. S. & Co., Inc..... | 48 | Tagliabue, C. J. Mfg. Co..... | * |
| Ham Boiler Corporation.....First Cover | * | Taylor Instrument Companies..... | * |
| Hammond, G. H., Company..... | 37 | Theurer-Norton Provision Co..... | * |
| Heekin Can Co., The..... | * | Theurer Wagon Works, Inc..... | 48 |
| Henschien, H. P..... | 48 | Trenton Mills, Inc..... | * |
| Hess-Stephenson Co..... | 49 | United Cork Companies..... | 26 |
| Hormel, Geo. A. & Co..... | 57 | United Dressed Beef Company..... | 55 |
| Hottmann Machine Co., The..... | 46 | United Steel & Wire Co..... | 46 |
| Hubbard, J. W. Co..... | 30 | Valatie Mills Corp..... | * |
| Hunter Packing Company..... | 57 | Vilter Mfg. Co..... | * |
| Hygrade Food Products Corporation..... | 58 | Visking Corp..... | * |
| Independent Casing Co..... | 38 | Vogt, F. G. & Sons, Inc..... | 58 |
| Industrial Chemical Sales Co., Inc..... | 30 | Watkins-Potts-Walker | 40 |
| International Harvester Co..... | * | West Carrollton Parchment Co..... | * |
| International Salt Company..... | * | Westinghouse Elec. & Mfg. Co..... | * |
| Jackle, Geo. H..... | 54 | Weston Trucking & For. Co..... | * |
| Jamison Cold Storage Door Co..... | * | Wicke, A. C., Mfg. Co..... | * |
| Johns-Manville Corporation | * | Williams Patent Crusher & Pulv. Co..... | * |
| Jordan Process Cooker Co..... | * | Wilmington Provision Company..... | 54 |
| Kahn's Sons Co., E..... | 57 | Wilson & Bennett Mfg. Co..... | * |
| Kalamazoo Vegetable Parchment Co..... | 41 | Wilson & Co..... | 10 |
| Kennett-Murray & Co..... | * | Wirk Garment Industries, Inc..... | * |
| Kingan & Co..... | * | Worcester Salt Co..... | 32 |
| Kold-Hold Mfg. Co..... | * | Worthington Pump & Mch. Corp..... | * |
| Krey Packing Co..... | 57 | Wynantskill Mfg. Co..... | * |
| Legg, A. C., Packing Co..... | * | Yale & Towne Mfg. Co..... | 7 |
| Levi, Harry & Co..... | 55 | York Ice Machinery Corporation..... | * |
| Liberty Provision Co..... | * | | |

*Regular Advertisers Appearing at various intervals.

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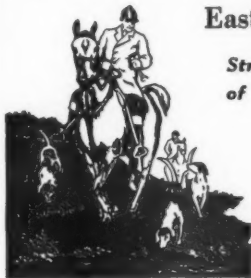
Straight and mixed cars



Hunter Packing Company

East St. Louis, Illinois

*Straight and Mixed Cars
of Beef and Provisions*



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REPRESENTATIVES:
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F. C. Rogers, Philadelphia

The RATH PACKING CO.

▼
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Straight and Mixed Cars of
Packing House Products

Waterloo, Iowa

THE E. KAHN'S SONS CO.

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HAMS and BACON

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| | | | |
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Main Office and Packing Plant
Austin, Minnesota

The Columbus Packing Company



Pork and Beef Packers

Columbus, Ohio

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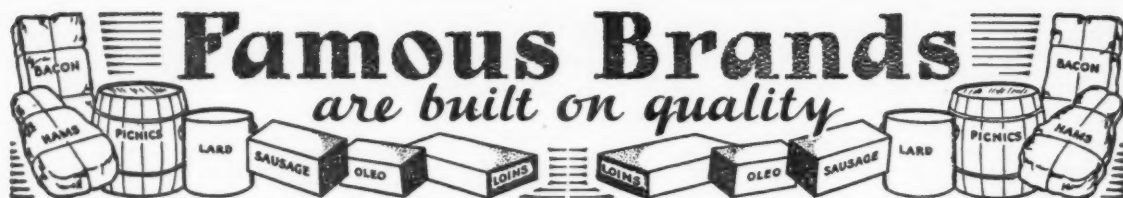
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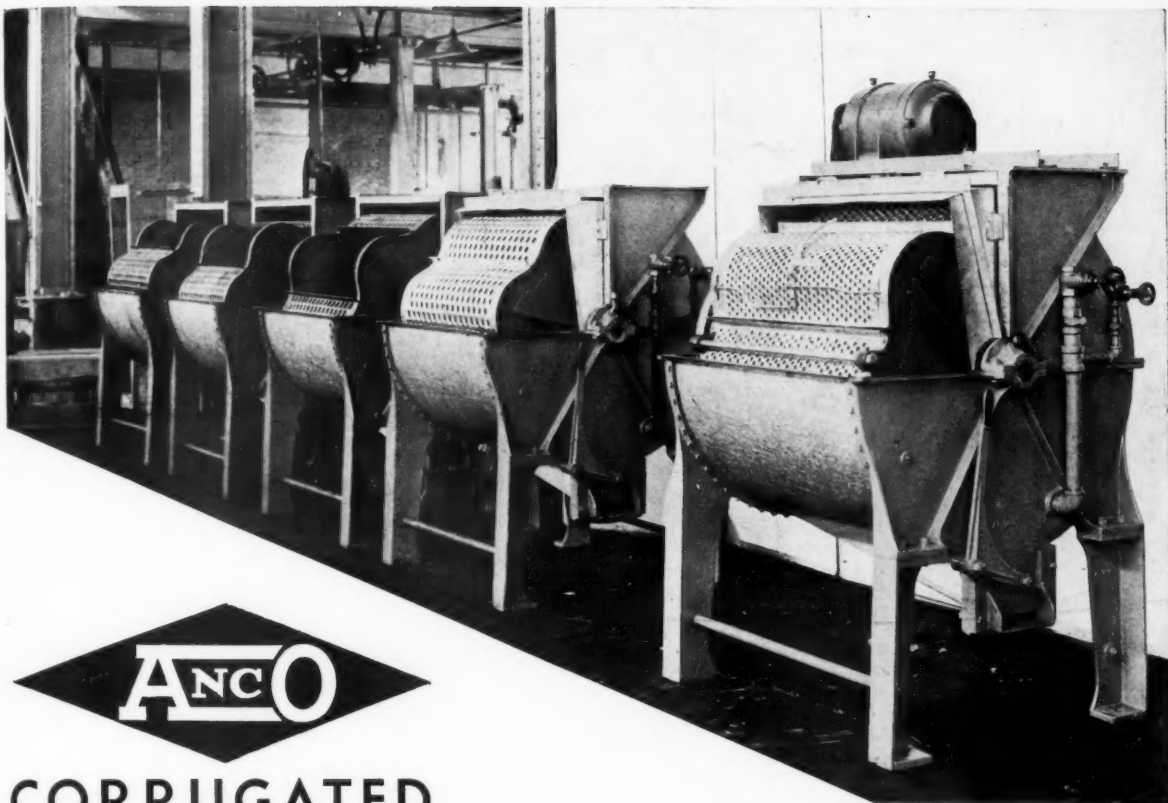
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